

Deaf mute detained in jail on £5 charge

A deaf and dumb man yesterday spent a second night in prison facing the prospect of indefinite detention after he allegedly stole a £5 note and three light bulbs.

Mr Glenn Pearson, aged 33, who has only a limited ability to understand sign language, and who has mostly been brought up by his parents, was ordered to be held in a secure hospital after a jury at Lincoln Crown Court decided that he was unfit to plead to a charge of burglary.

The court was told that Mr Pearson had not been successfully taught sign language, was illiterate, had a low IQ and had only a 20 per cent chance of understanding the charges.

Terror charge four for trial

Four men were committed for trial to the Central Criminal Court from Lambeth Magistrates' Court in south London yesterday on terrorist charges.

All were refused bail. Thomas Maguire, aged 26, of Milbourne Street, Blackpool, and another man are charged with conspiring between January 1982 and April 1983 to cause an explosion likely to endanger life or cause serious damage to property.

James Murray, aged 36, of Basil Street, Preston, and Joseph Calvey, aged 37, of Bristol Avenue, Farnington, Leyland, are charged with failing between April 1983 and June 1985 to disclose information which could have helped to secure the arrest of people preparing an act of terrorism and with providing transport and accommodation for two men they knew or believed were wanted by the police.

Civil Service strike call

Civil Service unions representing clerical and executive grades at the Atomic Weapons Research Establishment at Aldermaston have called a half-day strike for tomorrow in protest at not receiving bonus payments being made to specialist staff in recognition of staff shortages.

The Civil and Public Services Association and the Society of Civil and Public Servants are also urging their members to walk out at the Royal Ordnance Factory at Burghfield where the bonus payments of between £1,000 and £2,000 are also being made.

Betting shop curbs may go

Brighter betting shops, with televisions, snacks and light refreshments, will be open to the public within four months if a Government-backed move receives parliamentary approval.

Mr Douglas Hurd, Home Secretary, has laid a Draft Order before Parliament revising the Betting, Gaming and Lotteries Act, 1963. Restrictions on internal and external displays may also be lifted.

Guinness goes vegetarian

Guinness, the brewing group, is expanding its health interests through the £1 million acquisition of Cranks, the vegetarian restaurant group.

Cranks has three restaurants, a juice bar and a health food shop. Guinness plans to open new outlets in the UK and abroad.

Dry pub opens

A teetotal "public house" opened in Exeter, Devon, yesterday. The bar in a converted cellar was created so that people with a drinking problem could "come and find a real pub atmosphere" without the dangers of alcohol, Dr Tim Stockwell, a research psychologist said.

Verdi revival

The Royal Opera is to revive Verdi's *Simon Boccanegra*, with Plácido Domingo and Kiri Te Kanawa, at Covent Garden in January, in place of the planned *Otello*. There will be five performances.

The Times overseas selling prices: Australia \$12.50; Belgium 10.00; Canada \$12.75; Denmark 10.00; France 10.00; Germany 10.00; Greece 10.00; Hong Kong 10.00; India 10.00; Italy 10.00; Japan 10.00; Korea 10.00; Malaysia 10.00; Mexico 10.00; New Zealand 10.00; Norway 10.00; Pakistan 10.00; Singapore 10.00; South Africa 10.00; Sweden 10.00; Switzerland 10.00; Taiwan 10.00; Thailand 10.00; Turkey 10.00; USA \$12.50; Yugoslavia 10.00.

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Million council houses may be sold in estates 'revolution'

From Anthony Bevins, Political Correspondent, Newcastle upon Tyne

Up to a million hard-to-let council homes could be privatized under a council estate "revolution" being planned by the Government.

Mr John Patten, Minister for Housing, told a bye-election House of Commons conference in the Tyne Bridge constituency yesterday: "We have got 4.5 million council houses and flats in this country. We reckon that up to a third of those are hard to manage and up to a million are actually sometimes hard to let."

"It is in that hard-to-let area that there are very substantial private sector funds waiting to come in with co-operative councils."

He said that the proposed Housing and Planning Bill to be published by Christmas would devolve management of council estates to tenants' co-operatives and trusts, with the involvement of building societies and financial institutions.

A Building Societies Bill, to be published at about the same time by the Treasury, would allow the building societies to own land and buildings. Mr Patten said the two pieces of legislation were "totally inter-related."

Mr Patten said he thought there would be a "considerable revolution" in the way big council estates were run. He cited the village of Stockbridge in the North-west "where the council has got an estate with tower blocks and deck-access flats which are hard to let, which have got a high number empty."

He said: "The local authority has realized that it cannot seem to manage them properly. Building societies and builders have come in and said that in return for being able to take over some of the blocks, refurbish them, rehabilitate them, and sell them as low cost housing, they will do up the rest of the estate."

That was being considered for other estates Mr Patten said.

"The Building Societies Association said early this week that there were a number of building societies which were only too willing to co-operate with councils in this way."

Councils to foot spending bill

The Government's increase of £200 million on housing spending by local authorities next year, announced in the Chancellor's autumn statement last week, is financed largely by the money that councils have earned in capital receipts from selling council houses, land and other assets, it became clear last night.

Mr Kenneth Baker, Secretary of State for the Environment, told MPs that the gross provision for capital expenditure on housing in 1986-87 would be £3,250 million, made up of £2,533 million for local authorities (increased from £2,324 million), £685 million for the Housing Corporation and £31 million for the new towns.

It is estimated that councils' receipts from sales will amount to about £6,300 million by next April, compared with about £5,000 million this year.

Mr Baker said that despite the increased total from capital receipts, he was maintaining the present proportion of 20 per cent which local authorities may use for additional capital expenditure. "Since the receipts continue to grow, authorities in England will have power to spend substantially more on the strength of their new and accumulated receipts in 1986-87 than in 1985-86."

The result is that Mr Baker has been able to reduce the total available for capital expenditure allocations to local authorities for housing next year from £1,600 million to £1,465 million.

The Association of Metropolitan Authorities condemned the announcement.



First look at Renault 21

By Clifford Webb, Motoring Correspondent

The first official photograph and brief details of the Renault 21 were released yesterday ending a period of speculation about the new French challenger to the Vauxhall Cavalier, Ford Sierra and Austin Montego.

The model is to make its first public appearance at the March but is unlikely to reach Britain before midsummer.

It will replace the seven-year-old Renault 18, which has been losing sales. The 21 follows the modern trend of large, highline boot and simple, aerodynamically effective lines. It will be available in 11 versions with five petrol engines from 1.7 to 2.1 litres and a 2.1 litre turbo charged diesel. Despite maximum speeds ranging from 99 to 124mph the 21 is said to have "remarkably low" fuel consumption.

Drugs disclosure sought

By Richard Evans

Banking chiefs last night urged the Government to untie their hands so that they can help the police to track down drug barons.

"We don't want crooks on our books," Mr Philip Gille, director of the National Westminster Bank, told the Commons Home Affairs select committee.

Drug dealers are widely believed to "launder" drug profits through banks, but in Britain, banks are restricted in the way they can disclose details about clients' accounts to investigators. As the law stands they can provide police with information only when someone has been charged and they believe there is a public duty to reveal details.

The representatives of the Midland, Barclays, Lloyds, National Westminster, the committee of London and Scottish Bankers and the Bank of England unanimously agreed they would like to be able to give information to the police much earlier, perhaps on a search warrant.



Mr Peter de Savary (right), new owner of Littlecote house, Wiltshire, and Lana Paton his fiancée, follow the bidding at the sale of contents.

Littlecote's treasures dispersed

By Geraldine Norman, Sale Room Correspondent

Two owners of Littlecote house in Wiltshire attended Sotheby's dispersal of its contents yesterday, both busily buying back their possessions.

Crouched in a wing chair in the front row, was Mr Peter de Savary, who bought the house and contents on November 4 for a reputed £7 million. With his fiancée, Lana Paton, at his side, he was following every move with electric attention and buying oak chairs if they went cheap.

At the back was Sir Seton Wills, who owned the house until November 4. His family of tobacco fame, bought the house in 1922 and he had the advantage of knowing the contents better than anyone. He paid £2,600 for an Elizabethan box which had missed the catalogue and was put back in at the last moment without description.

He went on to pay £7,700 for one of the most historic offerings, an early seventeenth century elaborately turned armchair made for Sir John Popham, who built the Tudor mansion of Littlecote. He could not bear to let a beautiful Queen Anne wall mirror from the drawing room go. He paid £20,600 to secure it where only £10,000 to £15,000 had been estimated by Sotheby's.

Mr de Savary, who intends to open a Civil War display in the house next spring, had withdrawn the most remarkable memorial of the Popham era of the house, a 30ft square ha'penny board of around 1620. It doubles as a refectory table and is too large to get out of the great hall where, presumably, it was built.

It has been a busy week for Mr de Savary since he decided to open the estate to the public next spring. He has ordered a beechwood maze and an adventure playground, bought three horses for ploughing and a steam engine, and launched an architectural competition for a Roman villa. He has withdrawn 146 lots from the sale worth around £50,000, including curtains, fire irons and other indispensable furnishings, but most of the contents are being sold.

His brother, Nicholas, saved one of them yesterday. He paid £28,600 (estimate £12,000 to £15,000) for the Popham family coach, a two or four horse carriage of around 1840, as a present for Peter. He also secured a seventeenth century oak cupboard at £3,300 (estimate £4,000 to £6,000), a pine kitchen table at £220 (estimate £300 to £400) and a set of tapestry cushions at £350.

Sale room, page 16

Dispute over rape jailings

By Richard Evans

Home Office figures showing a decline in the use of immediate imprisonment for rape in Crown Courts became the centre of controversy yesterday.

Given in *The Times* yesterday as indicating that a diminishing proportion of sentences in Crown Courts for rape result in immediate imprisonment, they have been challenged as not indicating the full severity of action by the courts.

Dr David Thomas, of the Institute of Criminology, Cambridge, one of the country's leading academic authorities on sentencing, said yesterday that the 1984 figure did not take into account those given a partly suspended sentence, those aged 17 to 21 who received youth custody, and others aged between 14 and 17 who were detained.

He says that of those 221 over 21 who were convicted, 199 received full, immediate imprisonment (including three females) and 13 were given a partly suspended sentence.

In the 17 to 21 age group, 84 were convicted, of whom 80 received youth custody and two detention centre orders. In the 14 to 17 age group, 20 were convicted, of whom 12 were detained under Section 33 of the Children and Young Person Act 1933 and three were given youth custody.

He added: "Unemployment is still a terrible problem but things are picking up a bit."

Mr O'Neill, who has two A levels and experience in hotel work, said: "I'm absolutely delighted. Getting a job these days can be an awful experience. I don't know anything about betting but I'm a fast learner and I want to get on."

Mr Bernie Winter, training manager of Mecca, which will start work as a trainee betting shop manager with Mecca Bookmakers, one of 50 British employers looking for staff to work on grave-diggers to jet pilots.

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The club provides a trained adviser, who is known as the leader, in a room inside the Jobcentre where the unemployed have access to free telephone calls, postage and stationery to help them make job applications.

In return for the counselling, the facilities and the camaraderie that emerges between the club members, those taking part are expected to turn up for three hours, four mornings a week, and to apply for 10 jobs a

Pressure on grievance staff

From Richard Ford, Dublin

Fears are growing in Northern Ireland that the Anglo-Irish inter-governmental conference may lead representatives of the minority community to abandon still further the structures of government administration in the province.

Although one of the aims of the conference, giving the Irish Republic a formal role in the affairs of Ulster, is to achieve the opposite, officials are concerned that representatives of the Social Democratic and Labour Party (SDLP) will ignore government departments when seeking redress or action, and automatically turn to Irish Civil Servants working in the North.

Such a move by SDLP representatives and members of the nationalist community would inundate the expected five-strong Irish Civil Servant representation with complaints and grievances. Some in the SDLP believe it is inevitable that their councillors will turn immediately to the Irish Civil Servants for the event of problems, and other believe the size of the permanent secretariat should be increased to 20 British and Irish officials.

"This will be the cause of the first row," one member of the SDLP predicted. Government officials are known to be concerned at this attitude as they prepare for the first meeting of the conference, the centrepiece of the Anglo-Irish agreement, which is expected to be held in the first two weeks of December, after ratification of the deal by the London and Dublin parliaments.

On the agenda at the first meeting in Belfast will be such crucial matters as the relationship between the security forces and the minority community, seeking measures to secure public confidence in the administration of justice, and ways of handling security co-operation between the two

governments. It is expected that Sir John Hermon, Chief Constable of the Royal Ulster Constabulary, and Mr Lawrence Wren, Commissioner of the Garda, will attend the meeting, their first encounter for two years.

Future agendas for the conference will be secret, which will further increase Unionist suspicions and fears. The conference will be jointly chaired by Mr Tom King, Secretary of State for Northern Ireland, and Mr Peter Barry, the Republic's Minister for Foreign Affairs. It is expected to meet every two weeks or ten days in Belfast and allows the Irish government a consultative role over virtually all matters in the North, including political and security issues. When particular areas are being discussed, the relevant ministers from each country will attend, with professional advisers and their Civil Servants.

Leading article, page 15

Legal advice sought on Telegraph freeze

By Barrie Clement, Labour Reporter

Journalists at the Telegraph group are taking legal advice on management's right to impose a pay freeze despite a previous agreement to award a 5 per cent new technology payment next April.

The National Union of Journalists' chapel (office branch) will meet in mandatory session today to discuss a report from the NUJ's solicitors.

Mr John Richards, the journalists' chapel father (chairman) said last night that his members were angry at the company's "unilateral abrogation" of the deal and he felt confident the NUJ had a case in law.

Journalists on the *Sunday Telegraph* had already told Mr Harbottle, the managing director, that management's action constituted a breach of individual contracts of employment.

Pintworkers, some of whom were due for a 5 per cent payment from January, are also holding meetings on a response to the company's strategy which was announced on Monday.

The pay freeze is part of a package of austerity measures to tackle a growing financial crisis. The Telegraph has failed to achieve monetary targets set when the group negotiated an £80 million loan in the summer.

Meanwhile at Mirror Group Newspapers, Mr Robert Maxwell, the publisher today is due to meet Mrs Brenda Dean, general secretary of Sogat, after the union's two-to-one vote for strike action in protest at the issue of dismissal notices.

Express cuts, page 17

Editor's complaint upheld

Salford City Council is criticized by the Press Council today for trying to use its control over local information to influence newspaper content.

A complaint by Mr Nigel Wareing, editor of the *West Manchester Advertiser*, was upheld.

Mr Wareing complained that it was improper of the city council to withhold from his paper information and assistance given to other newspapers and to withhold advertising from it in an attempt to influence editorial content.

Salford City Council declined to respond to the complaint. The Press Council says in its finding:

"When members of local authorities are disseminating news and information, they have a responsibility to the public as a whole. They are not justified in discriminating against particular newspapers in ways which impede the free flow of information to the public."

"It is particularly improper of public bodies and their members to use their control of municipal news and reporting facilities as a sanction to influence newspaper and editorial content."

The *West Manchester Advertiser* was at fault in dropping the question mark from a main headline "Housing chief to be ousted" which would have made it clear that the story was speculative. It made amends the following week by publishing a brief correction and a front page lead headed "Housing chief keeps his job."

"Salford City Council retaliated by withholding access to information and withdrawing advertising while meeting its statutory obligation to allow the paper to report its meetings. Its action was a bad example of a local authority trying to use its control over local information to influence newspaper content."

"The complaint against Salford City Council is upheld."

Mr Arthur Scargill, president of the National Union of Mineworkers, yesterday forecast that nine million Britons would be out of work by 1995 (Our Labour Reporter writes). He was speaking to students at Central Hall Westminster.

He added: "Unemployment is still a terrible problem but things are picking up a bit."

Mr O'Neill, who has two A levels and experience in hotel work, said: "I'm absolutely delighted. Getting a job these days can be an awful experience. I don't know anything about betting but I'm a fast learner and I want to get on."

Mr Bernie Winter, training manager of Mecca, which will start work as a trainee betting shop manager with Mecca Bookmakers, one of 50 British employers looking for staff to work on grave-diggers to jet pilots.

MP claims indemnity offer to Sipra

By Anthony Bevins, Political Correspondent

One of the main debtors of Johnson Matthey Bankers has been offered a two-year indemnity from bankruptcy proceedings, Mr Brian Sedgemore, a Labour MP, has told the Chancellor of the Exchequer.

The MP, who has been campaigning for an inquiry into the Bank of England rescue of JMB, said in a letter to Mr Nigel Lawson yesterday that the Bank was advising JMB when £27.3 million (£18.7 million was taken from the accounts of Mr Mahmud Sipra's El Saeed group of companies on September 26, 1984, just before the liquidator moved in on El Saeed).

Mr Sipra's companies are thought to have owed JMB about \$70 million when the bank was rescued last year.

But Mr Sedgemore yesterday alleged that JMB had taken the £27.3 million dollars from El Saeed accounts on "dubious authority." He told the Chancellor: "It is not clear if Mr Sipra had the necessary full powers of attorney at the time to authorize what was done, in respect of a substantial proportion of the £27.3 million."

If the money was taken without proper authority, then it should have gone, instead, to the liquidator.

The Bank of England has since stated that it has attempted to get Mr Sipra to validate in writing and to release authority to take the money, but Mr Sedgemore yesterday asked: "Mr Sipra, why the El Saeed liquidator, Mr Peter Copp, of Sogefi, was not informed?"

Mr Sedgemore said that in a proposal to Mr Sipra's solicitors last June the Bank had said: "The present intention of JMB is that for a period of two years from the date hereof JMB will not institute bankruptcy proceedings against Mr Sipra."

Solicitors keen on separate complaints body

By Frances Gibb, Legal Affairs Correspondent

Most solicitors are in favour of a special body to deal with complaints from the public, according to the Law Society.

A consultation exercise on proposals put forward for an independent complaints body, separate from the society, by the management consultants Coopers and Lybrand has shown a consensus that the system needs reform and that the tackling of complaints must be removed from the society's professional department.

The debate will now centre on whether to create a separate solicitors' complaints board as proposed by Coopers, which would require legislation, or whether to keep complaints within the society and set up a new department with lay representatives.

Half the local law societies responding to the Coopers and Lybrand proposal were in favour of a new board, as recommended in that report. The big law societies of Liverpool, Birmingham and Manchester, however, favour a new complaints committee within the Law Society.

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PM wants 'to stimulate ideas'

Thatcher takes personal charge of wide-ranging crime prevention forum

By Peter Evans, Home Affairs Correspondent

The Prime Minister is to take a personal hand in the battle against crime.

She is to chair a seminar on crime prevention at 10 Downing Street early in the new year. Mr Douglas Hurd, the Home Secretary, told the Home Office Standing Conference on Crime Prevention yesterday.

Mr Hurd said: "The Prime Minister wants to stimulate ideas and put some sharp and urgent questions."

A report on crime prevention presented to the conference says that there should be a shift of Government resources to the prevention of crime and away from the costs of keeping people in custody.

Mrs Thatcher is particularly concerned at the rising numbers of thefts of and from cars, the largest category of crime reported to police.

It costs motorists £200 million a year, even allowing for insurance claims. The Home Office working group on car security recommends that:

● All new cars should have their registration numbers etched on their windows;

● Manufacturers should persuade customers of the need for better security;

● Manufacturers should consider offering buyers more sophisticated optional security features;

● Consideration should be

given to MOT checks on steering column and door locks;

● There should be Home Office and Department of Transport security publicity campaigns;

● Car insurers should reflect in their premiums the degree of security precautions taken;

● A study should be made of vehicle registration procedures, comparing the British system with those in Europe;

● There should be consideration of a system of registering vehicle breakers;

● Consideration should be given to more effective enforcement action against motorists who fail to notify changes of ownership.

The conference was also concerned about burglary, the crime causing the greatest anxiety to people of all ages. It received a report saying that in 1984 a domestic burglary occurred every 66 seconds. One household in 40 could expect to be burgled during a year.

The report says that the best solution is to design, locate, equip and use homes in a way that reduces the incidence of burglary. Of more than 475,000 domestic burglaries recorded by police in 1984, more than half involved property stolen valued at less than £100, but a quarter of households have no home contents insurance.

Suggested measures included:

● Local housing and planning

authorities and designers and developers of private housing should include security measures in improvement and repair programmes and new construction.

● Grants should be made for buying and installing door-locks and chairs and window locks.

● A Burglary Task Force should be established.

Mr Hurd disclosed what he called "the first success story" in the crime prevention campaign.

Property marking has been shown to have a dramatic effect on household burglaries, he said, in South Wales, where an experimental project as set up, efforts by the police produced a remarkably high take-up rate which led to a 40 per cent reduction in burglaries.

There are now 7,200 neighbourhood watch schemes in England and Wales. Avon and Somerset show an overall reduction in crime of 22 per cent, in increase in detection and a reduction in serious crime. Mollington, in Cheshire, reports no burglaries in the 18 months after the introduction of neighbourhood watch. Boscombe, Dorset, claims a 50 per cent reduction in burglary.

The installation of a 24-hour taxi firm in a multi-storey car park to provide supervision round the clock, coupled with some increased physical security, has meant no thefts at all since it moved in.

National Theatre 'can save £650,000'

By David Hewson, Arts Correspondent

Sir Peter Hall's closure of the Cottesloe Theatre was based on financial necessity, not political pique over a low arts grant, according to an independent report on the running of the National Theatre published yesterday.

The survey, produced by Lord Kynner, the former adviser on Civil Service efficiency, criticizes some aspects of the National's organization and estimates that the company could save £650,000 by increased efficiency.

But it backs Sir Peter's contention that the National's chief problem is that it is underfunded, and calls for increased financial support for the theatre from the Government, provided over three years.

Sir Peter was an outspoken critic of the Government and the Arts Council over State support for the arts earlier this year when he announced that the Cottesloe stage was to close. It was later reopened with the help of a grant from the Greater London Council. Political sources have claimed the closure was a gesture on Sir Peter's part.

The report recommends a number of economies, which it says could cut costs by 6 per cent but concludes by making a case for more investment.

The most criticized area of the theatre's operation is production workshops, which employ 50 people and cost £1.25m, 11 per cent of the company's outgoings.

The Arts Council said it was studying the report, which it received yesterday.

Sir Peter welcomed the report's recommendation that the company's management structure should be reorganized to give him an associate director to share overall responsibility for running the theatre, while he remained chief executive.



The Human Story of royal courtesy was seen at the Commonwealth Institute yesterday when the Queen dropped some notes while opening the exhibition of that name. The Duke of Edinburgh picked them up for her (Photograph: Warren Harrison).

Shielding of young black criminals attacked

By Craig Seton

People who defended or excused criminal black youths gave them "a shield" behind which their activities could flourish and created the grave risk that society would begin to lump all black people together as criminals, Mr Geoffrey Dear, Chief Constable of the West Midlands, said yesterday.

He was speaking after giving evidence to an inquiry started by Birmingham City Council into the Handsworth riots. At the inquiry he said: "Far too many people in the past have flown to the defence of young black criminals, saying they are black, disadvantaged and that society is prejudiced against them. Therefore you must excuse what they are doing. I think that is wrong."

He told Mr Julius Silverman, the barrister and former Labour MP, who is conducting the inquiry into the September riots: "That sort of response has done nothing so much as to cause these young blacks to flourish in their criminality. They have been masked and had an umbrella placed over them so that their conduct has been excused."

"We are in grave danger as a society of tending to lump all black faces together as criminals and that is patently and grossly unfair."

The Chief Constable said it had to be recognized that there was such a minority of young black criminals, who had been so much in evidence during the Handsworth riots, and they did not see themselves as part of society as a whole or even black society outside their own group.

He said: "Unless society can recognize that fact we shall continue to lurch from problem to problem with the police always at the fulcrum of being blamed when things go wrong, and things will continue to go wrong."

No more money for drunks' shelters

By Philip Webster, Political Reporter

The Government is dropping its funding of detoxification centres and overnight shelters for drunks, which have been used as ways of relieving the courts of the duty to deal with drunkenness offenders.

Instead it is urging chief constables to make greater use of cautioning schemes under which drunks are arrested, kept in police cells until they have sobered up and then cautioned rather than prosecuted.

The change of policy was disclosed last night by Mr Douglas Hurd, the Home Secretary, in a Commons written reply.

He announced that the £20,000 a year Home Office grant to the Leeds detoxification centre will stop at the end of the year. Department of Health and Social Security funding of two other centres was withdrawn after a study showed that admissions in-

volved fewer homeless habitual drunks than expected and that few of those admitted needed services provided.

Funding is also to end for an experimental overnight shelter in Birmingham, set up in 1981, which has received almost £65,000.

Mr Hurd said a study of the project had found that it was under-occupied and had had little success in referring clients to other agencies for help.

Children's essays show violence

By a Staff Reporter

Horror films on television and video are probably reflected in schoolchildren's essays "full of gratuitous violence, unemotional killing, scenes of blood and gore, and a lack of common humanity", a schoolteacher writes in *New Society* published today.

Ms Christine Preston, who teaches English, drama and information technology at Ashburton High School, Croydon, Surrey, asked 240 pupils, aged 13, to imagine what they might find in an elderly neighbour's garden shed.

In the resulting essays, the sets of numerous television series appeared to have been "cobbled together" to produce unmanly laboratories bristling with twisted pipes and test tubes containing bubbling, multi-coloured liquids. "The floor was awash with swords, bayonets, stun guns, machetes and a few nuclear bombs" and death by mutilation, of humans or animals, was a common theme.

Child prostitution is 'on our doorstep'

By a Staff Reporter

Children in Britain are exploited as sexual playthings, cheap labour and tourist attractions, Mrs Joan Lester told the inaugural conference of the UK Section of Defence for Children International (DCI) in London yesterday.

Miss Lester, who chairs the organization's steering committee, said child labour was a neglected problem. "One of the main obstacles is the lack of belief. No-one believes in Britain that child prostitution, labour and exploitation actually happen here. But they are very much in our country and on our doorsteps," she said.

In a survey carried out during 1982 and 1983, the Low Pay Unit found that out of 700 children, 40 per cent had part-time jobs. Of these, four out of five were working illegally and only one in five were being employed by their parents.

Miss Emma MacLennan of the unit, cited examples of child deaths in a butcher's shop and in roadside stalls, adding the 30 per cent of the children in the

survey had had an accident in their current jobs.

More than 3 per cent of the total in the survey had needed to see a doctor as a result of accidents. The corresponding national figure for adults is 1.9 per cent.

"Child labour can seriously affect school work and participation in sports. Children just can't afford the time off on a Saturday or after school to play in a team," Miss MacLennan said. She added that the 1973 Employment of Children Act should be brought into force. "It was passed but lack of resources have meant that it has never been enacted," she said.

Mr Graeme Brown, leader of the Central London Teenage project, which has a house in north London to shelter runaway children said that since starting in June the house had taken in 150 different children under 17 years old. Mr Brown also quoted the latest Metropolitan Police figures of 4,026 young people reported missing in London alone in 1983.

Food eats less of family cash

By John Young, Agriculture Correspondent

Food and drink accounted for less than a quarter of consumer spending according to the latest survey by the Ministry of Agriculture.

The reason is not that people are eating or drinking less, but that food and drink prices have been below the increases in the Retail Price Index and disposable income.

Total spending on all goods and services rose from £118,000 million in 1979 to nearly £195,000 million in 1984, an increase of about 65 per cent. In the same period food and drink spending rose from just over £32,000 million to about £47,000 million, a 47 per cent increase.

Meat and bacon account for some 26.3 per cent of household food spending, followed by fruit and vegetables (17.7 per cent), dairy products (14.4 per cent) and bread and cereals (13.5 per cent).

Party specials

British Rail is to run special Christmas party trains, with a Santa Claus, balloons, a four-course meal and piped music. Tickets are £25 and the trains will set off from Marylebone Station, London.

Musical trustee

The Prince of Wales has made Phil Collins, the rock musician, trustee of the Prince's Trust, the charity to help disadvantaged young people.



A detail from Van Dyck's "The Balbi Children".

Van Dyck is first Getty buy for National Gallery

By David Hewson, Arts Correspondent

The National Gallery has bought a magnificent group portrait by Van Dyck known as "The Balbi Children" for about £2 million as its first purchase with the £50 million gift made this year by Mr J Paul Getty Jr.

The painting will go on show at the gallery today and has been acquired by private treaty as a price thought to be below what it might achieve on the open market. The Gallery has not identified the seller but it is understood to be Riccardo Lucas of Crowswood, a descendant of Thomas Philip, 2nd Earl Grey, who bought it in 1842.

The work has been exhibited at the gallery intermittently since 1969, the last time being in 1962 when Baroness Lucas was responsible for the loan. The purchase probably could

BR unveils cross-London routes

By Michael Bailey, Transport Editor

More than a million people a year are expected to travel between Britain and the Continent on British Rail's new cross-London express from next year.

Through trains will travel round the west side of London, cutting out the change between termini, and reducing journey times by up to two hours between the South-east and North-west of England.

Mr Bob Smalley, British Rail's director for cross-London

Air-conditioned trains capable of 100mph will offer a four and three-quarter hour journey from Manchester to Dover.

There will be connections at Dover for Paris, Brussels, Hamburg, Basle and Milan; at Bromley for Medway, Thanet, and Hastings; at Clapham Junction for Portsmouth, Bournemouth, and Southampton; and at Watford for Birmingham, Coventry, and Shrewsbury.

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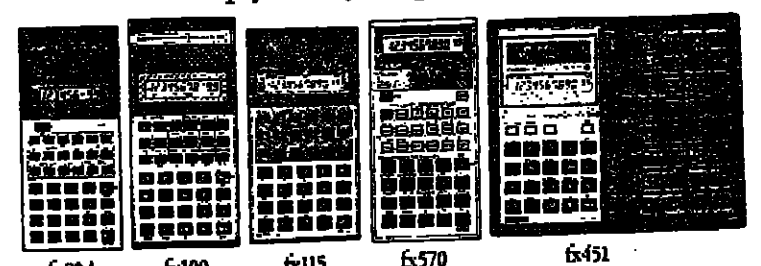
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Britain set to maintain Falkland strength in face of Argentine weakness

By Rodney Cowton, Defence Correspondent

Britain is likely to maintain a sizeable garrison in the Falkland Islands, even though the Argentine armed forces are in a "parious" state.

That became clear yesterday from an authoritative paper delivered to the Royal United Services Institute in London by Major-General Peter de la Billiere, who until June was commander of the military forces in the Falklands. He appeared with Sir Rex Hunt, who was until recently Civil Commissioner in the Islands.

Ministers are considering how big a garrison will be required in the islands once the new airfield at Mount Pleasant is completed in about a year's time.

General de la Billiere's paper will have been cleared at very senior level, and can probably be seen as an attempt to bring before the public the alternatives now confronting Mr Michael Heseltine, Secretary of State for Defence.

General de la Billiere summarized the state of the Argentine forces as follows:

Air Force: Has been materially rebuilt since the conflict of 1982 and modernized to some extent. But shortage of money has allowed training and maintenance to deteriorate to a level where air operations beyond frontiers defence would be

difficult to mount and impossible to sustain.

Navy: "The Argentine Navy is also in a parious state. The Belgrano has been replaced with some more modern surface ships and the submarine fleet has been enhanced but, as with the air force, the financial constraints are severely affecting their operational standards and capabilities."

Army: The army was probably the most dispirited of the three services and in the greatest disarray. "Apart from raiding by special forces there seems to be little prospect of the army carrying out effective operations against the islands for the foreseeable future."

Although the threat was of limited forces being used for hit and run action, "this situation could change overnight if our force levels were reduced to a point where our resolve to repel such attacks lacked credibility."

General de la Billiere outlined three options for the future of the Falkland garrison. All were based on an ability rapidly to reinforce the islands using Ascension Island and the Mount Pleasant airfield.

The options were:

● The maintenance of a balanced military force strong enough to hold the islands

against any likely threat. This would require military strength of well over 3,000 and a sizeable naval capability. It would be comparable to the garrison which has been maintained since the 1982 conflict.

● The option most likely to be accepted was making a stronghold of Mount Pleasant airfield in which sufficient forces from all three services would be maintained not only to deny Mount Pleasant to any foreseen assault, but to ensure it remained in operation to receive reinforcements. This would require substantially smaller forces.

● The garrison could be reduced to a care and maintenance basis in which a very small number of servicemen - perhaps fewer than 100 - would maintain the vital equipment and stores which would be brought into use if reinforcement became necessary.

But General de la Billiere gave a warning that "the nation in possession of Mount Pleasant owns the Falklands Islands and the dependencies". If the care and maintenance option were adopted and things went wrong, "there is no going back once the airport is occupied by another power. All that has been invested in lives and money could be lost in a matter of hours."

Director named for British space effort

By Pearce Wright
Science Editor

The appointment of Mr Roy Gibson as the first director-general of a new National Space Centre for Britain was announced yesterday. It marked the start of work by an organization through which will be channelled the £100 million a year spent on civil and military space activities.

The centre, to be based at Millbank Tower, Westminster, will not be involved at this stage in activities associated with the American Star Wars project.

The intention to create a national space centre, announced by the Government nine months ago, has followed consultation with experts in defence, industry and academic research.

Announcing the appointment, Mr Geoffrey Pattie, Minister of State for Industry and Information Technology said, "The British National Space Centre will provide a sharper focus for Britain's space effort, responsibility for which involves the Department of Trade and Industry, the Ministry of Defence and the Department of Education and Science."

The first job of the new organization would be to develop a longer-term space strategy. Mr Pattie said activities in the UK were too fragmented, and projects were



Mr Gibson holding a model of the Hotel launch vehicle (Photograph: Graeme Cookson)

hampered because of uncertainty about whether they fitted in an overall strategy.

The experience Mr Gibson brought included being first director-general of the European Space Agency from 1975-1980.

Mr Pattie said any extra money for the two largest

projects under discussion in the aerospace industry depended on feasibility studies.

The biggest one concerned proposals to join the planned American permanent orbiting space station, as a member of the European Space Agency.

The Government is talking

with Rolls-Royce and British Aerospace about the second project, the novel launch vehicle called Hotel, that uses a combined airbreathing engine and rocket motor designed to carry a payload of seven tons into orbit. It looks like a sleeker version of Concorde, with a rocket at the back.

Mother criticized over girl's drink death

From Tim Jones
Newport

A coroner yesterday condemned as irresponsible a mother who was present when her daughter drank herself to death during a drinking contest between Scots and Welsh guests at a party.

Elizabeth Woods, aged 16, drank the equivalent of a bottle and a half of vodka before she died of acute alcohol poisoning at a party in Caldicot, Gwent, in August.

Before taking part in the contest, the girl had been on a day-long pub crawl with her mother and Welsh rugby fans they had met in Scotland.

The girl, who lived with her mother, Mrs Mary Woods, at Northfield, Trantree, near Edinburg, was found to have a blood alcohol level of 430 mg per 100 ml of blood, more than five times the limit for driving a car.

Mr David Bowen, the Gwent coroner, recorded a verdict of misadventure. He said: "This was a completely unnecessary loss of this young girl's life" and added: "It has been claimed by the mother that she did not know her daughter was drinking alcohol. I do not accept that to be the case and even if it was she should have known."

Mr Saunders said that when Mrs Woods told Elizabeth it was time to go home from the party in Caldicot, she got up to leave but fell and was carried upstairs to bed.

Woman lay dead for a year

A woman lay dead in her flat for more than a year while the Department of Health and Social Security continued to pay her rent.

The skeletal remains of Miss Georgina Smith, aged 78, were found when gas officials broke into her flat in Vincent Road, Westminster, on October 21 to cut off the supply because of unpaid bills.

Pc Harry Brown, the coroner's officer, said that Miss Smith, a retired housemaid, was found dead on the living room floor.

The woman's niece, Mrs Margaret Fisher, of Queens Park, Bedford, said: "She was a very private lady and liked to keep herself to herself. As far as social services are concerned, she would not have anything to do with them. She would have looked upon that as charity."

The cause of death was said to be unascertainable and, Dr Paul Knapman, the Westminster coroner, recorded "open verdict."

Wife steers to safety

A woman who steered her family car to safety after her husband collapsed at the wheel with a fatal heart attack was recovering from shock yesterday at her home in Rickmansworth, Hertfordshire.

Police described Mrs Doris Wheeler-King, aged 50, a non-driver, as a very brave. Her husband Tony aged 53, lost consciousness on the M25 near Brentwood, Essex, on Tuesday afternoon. She managed to knock the gear lever into neutral and steer to the hard shoulder from the outside lane.

Councils 'use too much heat'

By Colin Hughes
Local Government Correspondent

Local councils could achieve savings of £135 million a year in energy costs, the Audit Commission reports today.

The commission, which conducted a survey of more than 3,000 buildings run by 30 councils, says that most could cut their energy budgets by more than 15 per cent without extensive rebuilding or changes in work patterns.

The report says that technical measures necessary are well tried and tested but their application has tended to be piecemeal.

The auditors say that they were told many stories of faulty time switches and boiler control going undetected for anything up to a year, and of further faults being found only after the fault was remedied.

Local councils are one of the country's largest energy consumers, using 5 per cent of the national supply, and spending about £800 million on heating and lighting, non-domestic buildings such as offices, schools, libraries and leisure centres.

The auditors pick out for study Dorset, Cambridgeshire, Essex, Gloucestershire, Leicester City and South Glamorgan, which have cut bills by 20 per cent.

The report recommends that all councils adopt an explicit energy policy, concentrate on buildings that burn most energy, invest in heat recovery equipment and lagging, and set consumption targets and staff incentives.

Saving Energy in Local Government Buildings: HMSO Books, PO Box 276, London SW8 5DT (£4.80).

Air-sea rescue crew win bravery award

The crew of a North Sea oil-rig shuttle helicopter were commended yesterday for "the greatest air-sea rescue feat of the year".

The four men, all civilians, braved mountainous seas to rescue the six-man crew of a fishing vessel last November during a Force 10 storm with waves up to 60 feet high. The pilot of the BP Forties in-field shuttle helicopter was forced to hover over the crests of the waves and dip into the troughs at one stage after the first winchman had been hurled into the sea.

Mr David Kinnell and Mr Allan Dent, both captains, Mr Alex Knight, the winch operator, and Mr John Kelly, the winchman, received the annual award for the greatest air-sea rescue feat of the year, presented by the Shipwrecked Fishermen and Mariners' Royal Benevolent Society at a ceremony in London. It was presented by the society's president, Admiral of the Fleet, Lord Lewin.

There was special praise for "the exceptional courage and determination" displayed by Mr Kelly, who was on his first operation.

The crew of the helicopter were alerted as the Inverness-registered Whyalla foundered 10 miles north-east of the Forties Field.

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Despite this, pay-as-you-enter buses, which have no conductor, are in widespread use.

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London Regional Transport maintains that these buses save money.

But they also lose money simply because people avoid using them if they possibly can.

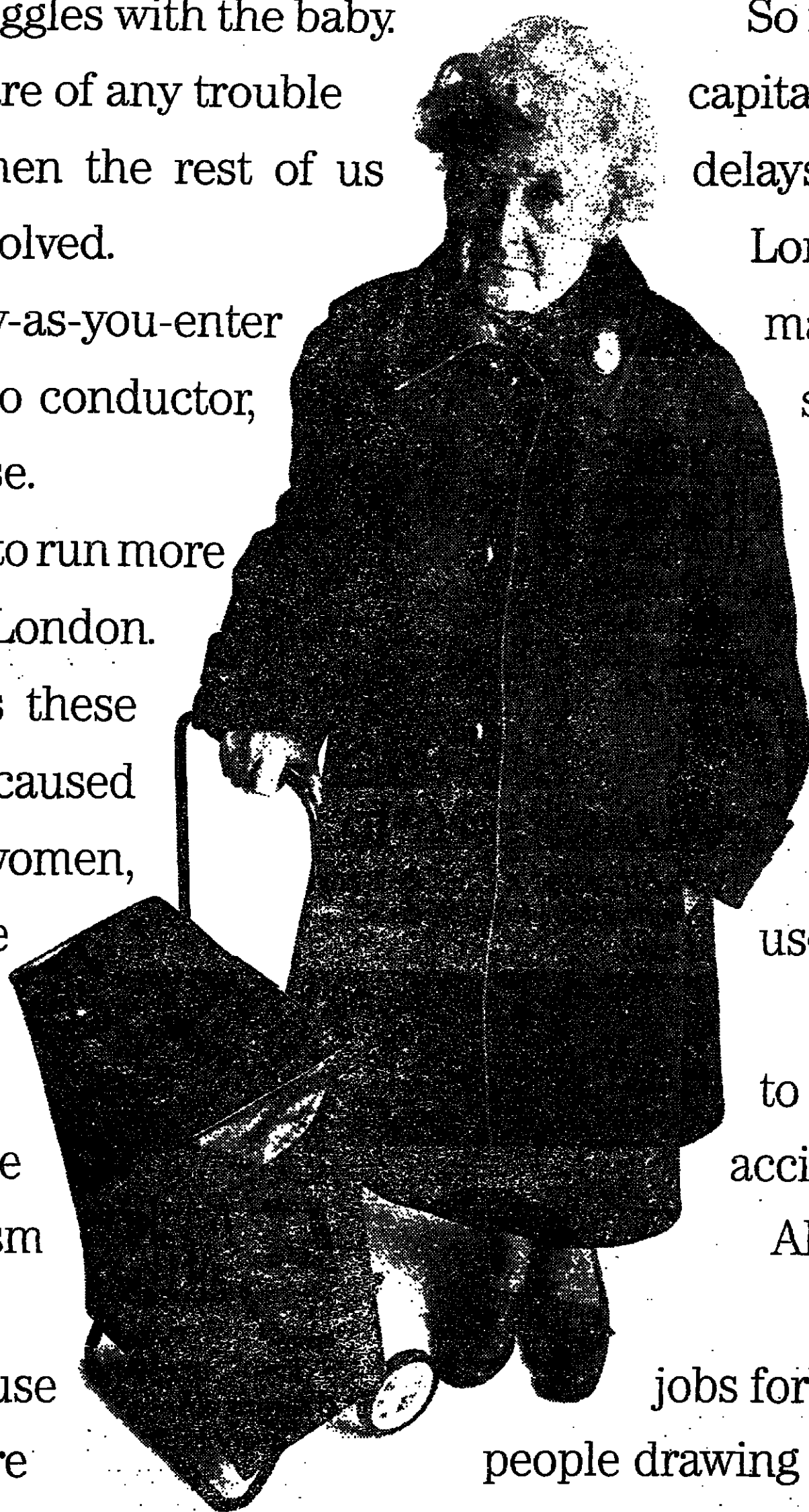
When people use buses less, many of them use cars more.

Which adds still further to traffic congestion, road accidents and pollution.

All of which cost money.

In the meantime fewer jobs for conductors mean more people drawing the dole.

When you add it all up it seems we're paying a heavy price for pay-as-you-enter buses.



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French fury over Italian connection with private TV channel

From Diana Geddes, Paris.

The French Government's decision to grant the licence for France's first non-paying private television channel to a Franco-Italian group after secret negotiations and without consulting other interested parties, has caused an uproar, both on the left and on the right.

There is little doubt that the Government has rushed through its decision to ensure the introduction of at least one private television channel which is sympathetic to the left before the Socialist's expected defeat in the general election next March.

France's fifth channel is due to start broadcasting by February 20. The right has announced plans to privatise two of the three existing state-owned television channels as soon as it is returned to power. France already has one private television channel, Canal Plus, launched a year ago, but it is controlled by the state and is only accessible to paying subscribers.

The present uproar does not only concern the underhand way in which the Government appears to have clinched the deal for the new channel, but also the fact that it has gone to a group in which one of the principal partners is the Italian magnate, Signor Silvio Berlusconi, owner of three private channels accounting for 80 per

cent of the private television audience in Italy. His name has become a byword in France for all that is trashy and mediocre on television.

The Socialists themselves have often derided in the past what they referred to as Berlusconi's "Coca-Cola TV" with its lightweight diet of American films, soap operas, sponsored television games and sport. Four leading Socialists — M. Michel Rocard, M. Lionel Jospin, M. Jack Lang and M. Pierre Mauroy have reportedly protested in private about the Government's choice.

French film directors, traditionally sympathetic as a group to the left, are horrified by the deal. Describing Signor Berlusconi as the grave-digger of the Italian cinema, they claim that his arrival on the Italian entertainment scene has been largely responsible for the catastrophic drop in the number of Italian cinema-goers in the past few years.

Shortly before the contract was signed with Signor Berlusconi and his French partner, M. Jérôme Seydoux, on Tuesday night, Mr. Georges Marchais, leader of the French Communist Party, sent a letter to President Mitterrand, begging him to abandon the project. "One only has to see what has happened in Italy to judge the

disastrous consequences of such a decision," he said.

Signor Berlusconi — warmly recommended to President Mitterrand by the Italian Prime Minister, Signor Bettino Craxi — and M. Seydoux, grandson of the founder of the Schlumberger empire and reportedly one of the 10 richest people in France, are both said to have marked left-wing sympathies.

The French Government was anxious to point out yesterday that the new owners of the fifth channel would be predominantly French, Signor Berlusconi holding only 40 per cent of the shares.

The only other serious contender for the new channel — the Luxembourg television consortium, CIL, in which Mr. Rupert Murdoch, the International publisher, had a large interest — would have been much more "foreign", the Government suggested.

The new channel, which is expected to reach 28 million viewers, or half the French population, by the end of next year, will be broadcast by both Hertzian wave and the new French satellite, TDF1, once that is launched next summer.

Mr. Robert Maxwell, British owner of *The Mirror*, has signed a contract with the French Government for another of the satellite's channels for an English-language programme.



Sir Paul Reeves, (left), former Anglican Archbishop of New Zealand, being met with a hongi (traditional Maori greeting) by Mr David Lange, the Prime Minister, before being sworn in yesterday as the first Governor-General of Maori descent. He is wearing a chief's feather cloak instead of one of the ornate uniforms sported by previous governors. He is the fourteenth Governor-General and the first churchman to hold the position. Maori elders and well-wishers were present in the crowd of several thousand which thronged the

Parliament grounds for the swearing-in ceremony.

At Government House, the Governor-General's residence and scene of garden parties and formal dinners, mattresses were laid on the floors to accommodate the many Maori visitors from far-flung villages. Steady rain which, Maoris say, means the gods are cloaking a chosen son, thwarted plans to break another tradition and stage the full swearing-in ceremony outside.

Sir Paul succeeded Sir David Beattie.

Warning of a warmer world

From Charles Harrison, Nairobi.

The most exhaustive study of the ozone layer in the atmosphere and the troposphere will soon be presented to world governments, with a warning from scientists that significant climatic changes can be expected if steps are not taken to limit the mission of chloro-fluorocarbons, which are widely used in aerosols and for industrial purposes.

Scientists involved in the study, which has taken years to complete, said here yesterday that the earth's climate can be expected to warm up significantly as the ozone layer, which screens ultraviolet radiation from the sun, decreases; the incidence of skin cancers and cataracts will increase with the higher ultraviolet radiation; and the growth of many plants will be reduced.

The study, supported by the US Environment Programme and many other national and international bodies, is the work of more than 100 of the world's top atmospheric scientists. It is being discussed at a seminar here this week.

Dr Robert Watson, a British scientist attached to NASA, said yesterday: "Policy-makers must be aware that if there is a change in atmospheric ozone, or in the climate, recovery will take centuries. Now is the time to design and implement an early-warning system."

The scientists say temperatures could rise by up to 4.5°C in the next 80 years, a much more rapid change than at any time in the earth's history.

Lead role for star in jail fracas

From Harry Debelius, Madrid.

"El Vaquilla", a Spanish film star who has spent a good deal of his life in prison, allegedly played a leading role in an unsuccessful prison break during which eight hostages were taken, according to reports reaching here yesterday.

Señor Juan José Moreno, aged 23, alias El Vaquilla (the little cow), escaped from several reformatories in his childhood and was first locked up in an adult prison, the Modelo de Barcelona, when he was 13. Later he became an inmate of several other Spanish prisons.

He was catapulted to fame at the age of 19 when a film director, Señor José Antonio de la Loma, made him the star of *Street Dogs* about the circumstances which led a young man into crime.

While the film was still playing in cinemas here, El Vaquilla was arrested for questioning in connection with a bank hold-up which was strikingly similar to one in the film.

The disturbance at Ciudad Real prison on Tuesday lasted eight hours. One hostage was injured. It ended when civil guards stormed the prison wing where El Vaquilla and three other prisoners were allegedly holding the hostages.

Last April El Vaquilla took part in a riot at the Modelo prison which ended only after authorities delivered an unidentified substance to prisoners who had demanded heroin.

Demotion for agents in seaman case

Washington — Two US border patrol agents who returned a defecting Soviet seaman to his ship in the Mississippi are to be demoted and suspended without pay, the US Immigration Service has proposed (Michael Binyon writes).

One of the men would be suspended for 90 days; the other for 45, and both would be ordered to take two weeks of retraining and be transferred. They will be reduced in rank and have their pay cut for failing to consult their superiors or notify the State Department. The men, not named by the authorities, have 10 days to respond before a final decision is made.

Corruption rife in civil service

From Jan Raath, Harare.

Corruption in the Zimbabwe civil service has grown to the point where senior officers in some Ministries are suspected of deliberately using chaotic situations for perpetrating fraud, bribery and theft, according to the Government's financial controller.

The 1983-1984 report of Mr John Hilligan, the Comptroller and Auditor-General, is the third in point to increasing maladministration in the 150,000-strong civil service and armed forces.

Tabled in Parliament on Tuesday, Mr Hilligan's report speaks of "a general lack of awareness or desire to assist me in my objectives" among senior civil servants.

He said that as a result of the unwillingness to address "chaotic" situations, "one cannot help feeling that such an

aura of confusion is deliberately contrived because fraud and corruption thrive in such conditions".

There was a tendency for criminals "to use organized methods involving a number of people in key positions to play their part in the crime." He referred to a scandal last year when it emerged that the Government had been cheated of £2.5 million through overcharging for the transport of drought relief supplies. "Key personnel connected with the processing of documents at every stage of the payment procedure were recruited and paid for their services."

Although he had proof of such deals, he was unable to pursue the culprits because "the documents are invariably destroyed, nothing is committed

in writing and witnesses are unwilling to talk."

A report by Amnesty International stating that torture of the Zimbabwe Government's political opponents was used in jails here was "a heap of lies," Mr Robert Mugabe, the Prime Minister, said yesterday.

Speaking in the House of Assembly during Prime Minister's Question Time, Mr Mugabe also refused to consider conducting his own investigation into the allegations.

Questioned on remarks by Mr Ian Smith, the former Rhodesian Prime Minister, who said in a television programme in Britain last month that Zimbabwe's blacks were illiterate and politically ignorant, the Prime Minister said Mr Smith was "incorrigible" and long ago should have been hanged and hanged publicly.

UK may face £100m bill for Australian A-tests

From Stephen Taylor, Sydney.

British and Australian servicemen and Aborigines had been exposed to dangerous levels of contamination, and Aborigines had also lost the use of traditional lands.

There has been remarkably little speculation by the Australian press on the likely findings of Mr McClelland, who during the proceedings accused the British Government of being unco-operative and described Mrs Margaret Thatcher as "that silly woman."

A report in the *Age* newspaper in Melbourne last week said that if the Government accepts the commission's recommendations Britain faces a bill of between £50 million and £100 million for cleaning up the contaminated range of Maralinga.

The consideration of alleged negligence and possible compensation were central to the inquiry, which heard that

Danes turn left and right

From Christopher Follett, Copenhagen.

Solid gains by the Conservative People's Party of Mr Poul Schlüter, the Danish Prime Minister, counter-balanced the general swing to the left in Denmark's local elections, emphasizing the country's growing political polarization.

Tuesday's poll, a mid-term barometer of political trends (about two years before general elections), saw the Conservatives increasing their share of the vote from 17 per cent to 20 per cent and the opposition Socialist People's Party sweeping from 7 to 11 per cent.

The Liberal Party, the main partner of the Conservatives in the ruling coalition, held its

own, securing 16 per cent of the vote, a 1 per cent drop in support since the last local ballot in 1981, while the main opposition, the Social Democratic Party, maintained its 35 per cent share of the vote.

A new environmental party entered Danish politics for the first time, and the anti-tax Progress party of Mr Mogens Glistrup, was almost destroyed.

Percentage results for main parties (with 1981 vote in parentheses): Social Democrats 35.6 (35.7), Conservatives 19.8 (17), Liberal Party 16.1 (17.2), Socialist People's Party 11.3 (6.7), Radical Liberals 4.2 (6), Progress Party 2.3 (17).

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Paris orders inquiry into experiment on coma patient

From Diana Geddes, Paris

The French Government has ordered an inquiry into the decision by a team of doctors to experiment on a patient in a deep coma, without the prior knowledge or consent of either the patient or the patient's family.

The patient, a young man who had been plunged into a coma as a result of an accident three years earlier, died several months after undergoing the experiment last April, but the doctors insist that his death had nothing to do with their intervention.

It is the first time that such an act has been publicly acknowledged in France, though it is suggested that other doctors have been carrying out similar experiments on patients in comas for several years.

Professor Alain Milhaud of the Amiens University Hospital says he decided to challenge the present accepted definition of death.

The experiment consisted of drawing a litre of the patient's blood and then reinjecting it, within the space of two minutes, into the marrow of the

patient's pelvis with the aid of a large needle.

The professor said he and his team were thereby able to show that it was possible to inject blood through bones. Such a discovery could be of great benefit when treating patients in a state of shock, who needed a rapid blood transfusion, but whose veins are not capable of accepting such a transfusion, he said.

The director of the hospital said that in his view the reanimation services were designed to reanimate patients, not to carry out this kind of experiment, while Dr Louis René, president of the National Consultative Commission of Medical Ethics, said he was "shocked by the levity with which people plunge into experiments, apparently without respect for scientific requirements".

In a statement yesterday, M Edmond Hervé, the Minister for Health, emphasized the need for doctors "to respect the rules of the medical code, in particular those under article 18 which stipulates that a doctor must not make a patient undergo an unjustified risk".

Embryo pioneer wants watchdog

From Tony Duboulin, Melbourne

A central ethical authority should be established to rule on problems associated with embryonic research, Dr Robert Edwards of Cambridge, who, with Mr Patrick Steptoe, pioneered *in vitro* fertilization, said in Melbourne yesterday.

"We've been arguing for this for 20 years. We've been sticking our necks out," he said. Dr Edwards said that the 14-day limit on growing human embryos could restrict research in the future, although it was not a problem at present.

The system has to change and give. All systems change. The ethics must change. Knowledge begets knowledge," he said.

Dr Edwards, who is in Melbourne for the fourth World Congress on *in vitro* fertilization, said he hoped to take his experimental work on restoring the blood-forming system in mice by using embryonic mice cells up the animal chain through rats, pigs and monkeys and eventually to man.

He said that his work could help people who had, for example, had chemotherapy for cancer. While the use of embryo cells was not a cancer treatment, they could possibly restore the blood-forming system damaged or upset during chemotherapy. There could also be applications for people suffering other blood disorders.

Dr Edwards said that his work involved using adult mice who had been irradiated. He said he had been "encouraged" by the results of the experiments.

He said that before such treatment could be used on humans there would have to be "clarification of the rules which govern this sort of work." There

could be problems with laws governing abortion and the use of foetal tissue. Dr Edwards declined to say when his work would move into the human arena.

The ethical problems associated with freezing human ova in *in vitro* fertilization programmes will be considered by the Victorian State Government committee set up to advise on infertility and its treatment.

Last week an *in vitro* fertilization team in Adelaide announced that it had become the first successfully to freeze the thaw human ova instead of embryos.

The head of the Adelaide team at the Queen Elizabeth Hospital, Dr John Kerin, said that his team had 15 eggs and were fertilizing them. "It is intended that those embryos, of eggs that thaw and fertilize normally, will be returned to the couples' uterus," he said.

Professor Louis Walter, chairman of the Victorian Standing Review and Advisory Committee, said the committee would be studying ova freezing and every other development that occurred in infertility technology. The committee has held two meetings and is considering the new technique, called Gamete Intra Fallopian Transfer or GIFT.

Handy bandit

Sydney (Reuters) - A woman, angry about a broken lock, handed a screwdriver to a burglar she found ransacking her flat and ordered him to "fix the bloody door", police said. He mended the lock, then fled with \$A60 (£28).

Men who find the words for dialogue

By Sally Brompton

While President Reagan and Mr Gorbachov trod the knife-edge of soft-shoe diplomacy in Geneva, the two faceless men at their elbows played parts almost as vital as their own.

For, whatever the world leaders' immediate and long-term hopes and fears, the responsibility for relating them accurately, succinctly and in the spirit intended lay with their official interpreters.

Curiously, both the American and Soviet chief interpreters are new boys to holding senior roles in the delicate art of summit negotiating: both have just taken over from veteran interpreters; and both are highly regarded as young diplomatic lions by their individual governments.

While each delegation brought with them a total team of five interpreters, the stars were - in the American corner, Mr Dmitri Zarechnak, and, for the Russians, Mr Nikolai Ouspensky.

Mr Ouspensky, a 40-year-old Muscovite, is a married man with a daughter still at school. He has a degree in international politics and joined the Kremlin's Ministry of Foreign Affairs from university. He spent several years at the Soviet Embassy in Canada before coming to London where he was the Russian press attaché for about five years, returning home in 1983.

A small, whipper-like man with thin dark hair, he is a chain smoker - even during meals. He is remembered during his time in London as having a taste for expensive meals, regularly frequenting the kind of West End restaurant where a meal for two can cost as much as £80.

In Moscow, he is deputy head of the Second European Department which is responsible for Soviet Commonwealth relations. In the past he held the role of "media minder", looking after a cluster of foreign journalists in Moscow.

In Russia where both English and American English are taught, he excelled, ironically, in English. He has a reputation for being a good communicator, and a fluent worker and a qualified diplomat. He is also expected to be destined for a ministerial post in the future.

His predecessor, Mr Victor Sukhodrev, was for many years interpreter and confidante to Mr Andrei Gromyko, reaching



Mr Gorbachov and President Reagan beginning their third summit session yesterday with a handshake

ambassadorial rank himself. He has always refused to allow himself even the tiniest indiscretion although on a recent trip to Geneva with Mr Gromyko he made, for him, the unprecedented revelation that the then Foreign President had not yet decided what he was going to say or, indeed, even whether he was going to wear a hat. Described as "more English than the English" with a impeccable cocktail style he is a hard act for Mr Ouspensky to follow.

Whatever his personal opinion of Americans, Mr Ouspensky clearly does not think much of their taste in alcohol. During his stay in London, addressing a meeting on disarmament at the request of the Tory MP for Newbury, Mr Michael McNair-Wilson, the Russian scornfully declined a glass of specially-bought Smirnoff vodka with the words: "That is not vodka. It does not taste of anything. That is a drink for Americans".

Mr Zarechnak, a senior member of the State Department in Washington, is of Russian origin, having been born in what is now Czechoslovakia, moving to America with his parents when he was aged four.

Now 41, he is still very active in the Russian community in Washington, attending the Orthodox church services and speaking Russian at home. He joined the State Department in 1971 and has been translating ever since.

He follows in the footsteps of the legendary William Krieger, who has been interpreting between Soviet and American statesmen since the mid-50s. Born in Berlin of Russian parentage, Mr Krieger inter-



Mr Ouspensky: a taste for expensive food.

preted at all the summits involving Johnson, Nixon, Ford and Carter.

Contrary to common belief, it is the American interpreter who speaks to Mr Gorbachov, while the Russian translates from Reagan. This is because the interpreters themselves must understand the expressions and idiosyncracies of the man for whom they are speaking.

While Mr George Shultz, Secretary of State, constantly throws in American football or baseball terms which would doubtless baffle a Soviet translator, Mr Reagan frequently refers to old Hollywood films or showbusiness expressions.

At their private meetings, the two leaders used consecutive translation, giving each of them more time to consider his remarks, but at the delegate meetings, simultaneous translation was used.

In fact, in keeping with the Russians' traditional liking for intrigue, it is thought that Gorbachov's English is rather better than he cares to admit. Thus, he is able to understand and have even more time to reflect on his responses.

Using consecutive translation, the interpreters listen to several sentences at a time, noting them down and then repeating the translation at the same time giving themselves a written record of what was said.

The American interpreters at Geneva are so trusted that they have advance access to the President's briefing books and are present at all the preliminary discussions of the meetings. In common with the Russians, their confidentiality is legendary.

Only once in recent years has there been a stir on a leading interpreter and that was when President Ronald Reagan's personal translator defected about 10 years ago and wrote a book revealing all the top-secret conversations between the Russians and the Poles.

So discreet are top interpreters that it was only recently that one of Hitler's revealed some morsels of what actually happened during a meeting with Chamberlain at Munich. (Additional research by Nicholas Ashford, Richard Owen, Michael Binyon and Henry Stanhope)

Regan remarks anger women

From Michael Binyon, Washington

Women's groups here are up in arms over assertions by the National Organization for Women, added: "We're not interested in Nancy Reagan having brought her California hairdresser to do her hair three times a day. We're interested in the issues discussed at that table, and the only reason we're not sitting there is two centuries of discrimination."

Mr Regan's now notorious comments were made to the *Washington Post* on Sunday when he said he expected the meeting of Mrs Reagan and Mrs Gorbachov to hold high appeal, especially among women.

Their not going to understand throw-weight or what is happening in Afghanistan or what is happening in human rights. Some women will, but most women - believe me your readers for the most part - would rather read the human interest stuff of what happened." The *Washington Post* itself

thought it a good thing that the White House had sent Mrs Reagan along, unless she was having tea, taking a boat ride or visiting a drug treatment centre, half of all Americans obviously would not bother to follow on what was going on in Geneva at all.

Mr Regan's remarks, it added, probably explained why the British were not at the conference. "How could the Prime Minister even follow the debate? She'd probably be seen sneaking away to listen to an alpenhorn concert just when the going got rough on SDI."

But Mr Regan should stop worrying. Women were clever. They had mastered vacuum cleaners and washing machines, and some could even figure out the family telephone bill. "It should not take them long to catch up on human rights or the military conquest of a smaller, weaker nation."

Wry humour disarms the press brigade

From Nicholas Ashford and Alan McGregor, Geneva

Just because a news blackout has been imposed for the duration of the Reagan-Gorbachov summit does not mean that journalists stop asking questions. It just means that most of them are not answered.

The American and Soviet delegations have each been holding two press conferences every day of the summit. At these they are supposed to reveal only the barest details of the meeting that have been taking place, such as the time each session lasted and who participated. They are not even meant to reveal whether the subjects contained in the original summit agenda were actually discussed.

Despite these constraints, each press conference manages to last from between half-an-hour to an hour, as journalists try to prise the tiniest details from the tight-lipped spokesmen. Their efforts have produced much trivia but little substance.

The American press conferences are taken by Mr Larry Speakes, who's been the White House spokesman for the past five years. Mr Speakes still carries the title of principal deputy press secretary to the President as he is technically subordinate to Mr James Brady, the President's press secretary who was seriously wounded during the attempt on Mr Reagan's life in 1981 and has not recovered sufficiently to resume his duties.

On the Soviet side the role of chief spokesman is played by Mr Leonid Zamyatin, the chief of the international information division of the Communist party. Mr Zamyatin, aged 63, has the advantage over Mr Speakes in that he is a member of the official Soviet delegation and sits in on the talks. However,

as he is bound by the terms of the news blackout, he is no more revealing in public than his American counterpart.

Mr Zamyatin also speaks English which he uses on occasions when he feels the official translation has been inadequate or when he wants to engage in repartee with one of his questioners. Mr Speakes, who is 17 years Mr Zamyatin's junior, speaks only English, with a distinctive Mississippi accent.

Both men have a similar brusque manner in dealing with questioners, particularly those who ask silly or repetitive questions. Both have a wry sense of humour.

When a questioner asked Mr Speakes yesterday whether Mr Gorbachov had a fire burning for himself and Mr Reagan to sit beside during their *site-à-à-site* at the Soviet mission, he replied with as straight a face as possible: "There was no fireplace in the room so it was inappropriate to light a fire."

Asked by an elderly and forgetful member of the White House press corps, Mrs Naomi Nover, whether Mr Andrei Gromyko was taking part in the talks (President Gromyko, the former Soviet Foreign Minister, is not present in Geneva), he quipped: "Naomi, you're not going out with Gromyko again."

Mr Zamyatin likes to chide journalists who ask lengthy questions by telling them to issue a press statement or hold their own press conference. A long-time ex-*Paris Match* press methods, he almost seems to relish questions on "difficult" subjects such as Afghanistan or human rights which he uses to give a lengthy exposition of Soviet policy.

Obote's top policeman accused of murder

Kampala (Reuters) - The former Minister of State for Security in deposed President Milton Obote's government, Mr Chris Rwakasisi, was charged here with the 1981 murder of a former Ugandan envoy to the United Nations, George Rwabuto. He was remanded in custody until December 4.

Rwabuto died at Mbarara, 160 miles west of Kampala, during a period of mass killings in Uganda. Rwakasisi, detained by the military government after a coup in July, was also head of Dr Obote's National Security Agency, widely accused of torturing and killing many government opponents.

The Ugandan Prime Minister, Mr Abraham Waligwo, has ordered the freezing of bank accounts belonging to Dr Obote and some of his top aides. It was reported here.

Flexible hours for French

Paris - Despite opposition from employers and two trade union federations, the French Government has approved a Bill to introduce greater flexibility in working hours (Diane Geddes writes).

Under the Bill, management could ask employees to work up to 41 hours a week, without overtime, so long as the average working week over the year did not exceed 38 hours. The week could also rise to 44 hours, provided that the average working week did not go above 37½ hours.

Top ballerina

Moscow (Reuters) - Ballerina Maya Plisetskaya, who was 60 yesterday and is still dancing regularly, has been given the top Soviet award of Hero of Socialist Labour, Tass reported.

Coup trials begin

Monrovia (AFP) - The Liberian Government announced that trials of people implicated in last week's abortive coup would begin immediately. With politicians awaiting their fate, a civil court and military tribunal are facing special tribunals. The Government also called on all Liberians to report anyone possessing unauthorized weapons.

Suicide fine

Paris - M. Yves Le Bonnier, co-author of a "do it yourself" suicide guide, was fined 10,000 francs (£900) by a criminal court here after being found guilty of "non-assistance of a person in danger". He failed to do anything to help the victim despite receiving two letters from him.

Ottawa switch

Ottawa - The Canadian Prime Minister, Mr Brian Mulroney, has promoted Mr Thomas Siddons, a Conservative MP from British Columbia, from the junior post of Minister of State for Science and Technology to the job of Fisheries Minister, vacant for two months since Mr John Fraser quit in a row over cases of tainted tuna.

CIA spies jailed

Accra (Reuters) - Two Ghanaians who admitted spying for the US Central Intelligence Agency have been given long prison sentences. Felix Pasaas, 59, a security officer at the US Embassy, was given life imprisonment, and Theodore Afiadu, 39, a police inspector, was sentenced to 25 years.

Cash flow

Peking (Reuters) - China allowed its more than a billion people to hold foreign exchange yesterday for the first time since 1949, and said it was considering opening special foreign-currency shops.

Rabbit's victim

Sydney (Reuters) - Mr Ronald Sharp, whose leg was broken by a mechanical rabbit used in greyhound racing was awarded \$A216,000 dollars (£103,000) damages. He was watching his dog in a time trial when he was thrown into the air by the "rabbit".

UK work habits stump Tokyo

From David Watts, Tokyo

Japanese companies have not yet had much success in persuading European workers to take up Japanese work habits on the shop floor.

Nor have Japanese managers in Britain been wholly successful in breaking down the "us" and "them" attitudes dividing workers and management in British industry, according to a new report on Japanese affiliate firms in Europe.

Even in the small, but important to Japanese employers, matter of cleaning up a work site before going home, Europeans have not learnt the Japanese way. "It will take some time to teach such workers the Japanese way of doing things, cleaning up in preparation for the next day's work before going home, even after the end of working hours".

The report by the Japan External Trade Organization shows that Japanese management methods are far from universally applied even in companies wholly owned by the Japanese. In some areas Japanese methods may even be on the retreat in the face of the difficulty of getting Europeans adapt. Nevertheless a majority of the 32 Japanese firms in Britain make handsome profits and are optimistic about their future.

The concept of cleaning up to ensure efficient operation of production lines and offices is fundamental to the Japanese approach, yet 80 of 112 Japanese affiliate companies responding to a survey said their employees use company time close to the end of working

hours for clearing up, or stop work midway once working hours end and go home.

All Japanese companies in Britain have schemes under which blue-collar workers can advance into white-collar jobs and it is in blue-collar industries that Japanese management methods have been the most successful. "There are not many success stories in the white-collar dominated services sector."

With the example of British Leyland "engraved on their hearts" Japanese firms have been seeking one-union, no-strike arrangements but already one electronics manufacturer has found that a no-strike agreement isn't necessarily what it sounds. The new Sunderland Nissan plant may prove a turning point.

Abu Abbas looms large in run-up to hijack trial

From Peter Nichol, Rome

Genoa judicial authorities have decided to prepare for the trial of 16 Palestinians in connection with the hijacking of the Achille Lauro cruise ship and the death of Leon Klinghoffer, an American passenger. Mr Abu Abbas, who is suspected by investigators in Genoa of being the organizer of last month's hijack, was allowed to leave Italy after an Egyptian aircraft carrying alleged hijackers was forced down in Sicily by Italian planes. The Genoa investigators have confirmed that a warrant is out for his arrest.

The decision on Thursday night by the public prosecutor's office in Genoa was that the documents in the case should now be made over to the office

of the investigating judge. He will look at the 4,000 pages of material implicating the 16 men and after completing his own investigations will advise formally on whether or not they should be sent for trial.

There is no doubt that the conclusion will be to try the men. The prosecutor's office believes the trial can begin in early spring.

The charges they will face include hijacking of a ship with terrorist aims leading to murder, disposing of a body. Among those facing trial next year are five Palestinians convicted and sentenced in Genoa on Monday to jail terms of four to nine years for arms offences connected with the hijack.

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Inquiry told Air-India jet wreckage revealed no signs of explosion or fire

Delhi (Reuters) - Examination of wreckage from a Boeing 747 which crashed off the coast of the Irish Republic killing 329 people showed no evidence of an explosion or fire, an inquiry into the disaster was told yesterday.

The Air-India 747, named Kanishka, plunged without warning into the sea on June 23 on a flight from Toronto to Bombay. Aviation experts have not ruled out sabotage, and two militant Sikh groups are reported to have admitted planting a bomb on the plane.

But Mr H. S. Khosla, director of air safety in the Indian Directorate-General of Civil Aviation, told Mr I. G. White, counsel for the Canadian Government, when the official Indian inquiry opened yesterday that the cockpit entry door, side bulkhead panel and 12 of the aircraft's 16 lavatory doors had been found relatively intact and showed no evidence of an explosion.

"Whatever wreckage I have seen has not indicated any

evidence of fire on board the plane," he said.

Three important sections of the plane's fuselage were seen lying close together on video film of the wreckage, but the largest section, which included the economy class seats, was scattered over an area of five miles on the seabed.

"My conclusion is that parts of this section were liberated (broken up) in mid-air and so perhaps were spread over such a large area," Mr Khosla said. But he had not seen several pieces of wreckage salvaged last month by a robot submarine from the Atlantic seabed about 150 miles from Cork.

He said that experts at India's Bhabha Atomic Research Centre in Bombay were still examining the wreckage.

An Air-India lawyer at the inquiry accused the Canadian Government of submitting improper evidence. Mr Lalit Bhasin said affidavits filed by Bhasin said that the wreckage handlers and airport employees were inadmissible because they

were signed by the Royal Canadian Mounted Police and not by the people who made them.

He said the statements were sometimes recorded under hypnosis and were "not admissible under law". One statement to which he objected was taken by officer A. Armstrong in Vancouver from an unnamed ticket seller on June 28 and again on July 18 under hypnosis.

Mr Bhasin also told Justice B. N. Kirpal, who heads India's official inquiry into the crash, that he was not assisted by authorities in Canada when he visited them, and was not allowed to interview people who had made the disputed statements. Mr Whitehall was given two days to reply to Mr Bhasin's charges.

The public hearings are being attended by representatives of Air Canada, the Boeing Aircraft Company, the Irish and Canadian Governments, Air-India, and the Indian civil aviation authorities.



Residents of the area near Isipingo in Natal, where tribal faction fighting flared, moving out yesterday to escape the violence.

Europe's apartheid code tells firms to fight pass laws

From Richard Owen, Brussels

As Europe inches its way toward a common foreign policy, European foreign ministers have issued a controversial code of conduct for European companies operating in or dealing with South Africa. But the EEC is still a long way from anything more far-reaching than a "gradual development of joint objectives" on foreign policy issues.

With the Ten about to become the Twelve on January 1, the EEC summit in Luxembourg in 10 days is supposed to agree to a range of reforms, including abolition of trade barriers, greater powers for the European Parliament and a common foreign policy, known as "political co-operation".

But progress has been slight. Mr Malcolm Rifkind, Minister of State at the Foreign Office, said in Brussels there was a "reasonable prospect" of prior agreement on a package of reforms to be put to the Luxembourg summit, but on a narrow range of issues.

The revised code of conduct on South Africa calls on companies to help black employees set up their own businesses and move freely from one place of employment to another - a controversial clause in view of Pretoria's pass laws. The statement says the code is intended to contribute toward the abolition of apartheid, and calls on companies to recognize black trade unions.

The EEC is to review implementation of the code annually. But in reality European foreign policy successes have been few, apart from initiatives on the Middle East - both the Gulf and the Palestinian question - and South Africa.

The formula likely to be put before heads of government merely calls on member states to "inform and consult" each other and to take others' national interests into account. With time fast running out, foreign ministers this week spent time arguing over whether Europe should have a "foreign" policy or an "external" policy, the latter being a wider term embracing economic interests.

The summit will also be asked to approve closer co-operation on defence and security.

The European Parliament in Strasbourg would only be "regularly informed" about foreign policy moves under the new arrangement and this has aroused the ire of Euro-MPs already incensed by the refusal of the Council and Commission in Brussels to give them a greater say in future EEC decision-making.

The EEC states are still far apart on whether to use unanimous rather than majority voting, and on which issues, and cannot agree on the future use of national vetoes.

Finance ministers this week agreed to grant Greece a £1.05 billion loan, on condition that Greece adhere to Community trading policies and implements a strict austerity programme at home. Half of the loan will be paid immediately and half in a year, provided the EEC's terms have been fulfilled by Athens.

El Salvador's new image cold comfort for embattled Duarte

By John Carlin

President Duarte has transformed El Salvador's once-tawdry international image since taking office 18 months ago but internally, heading an increasingly isolated government, his credibility is wearing thin.

Powerful factions of the Army, virtually the entire labour movement and most of the typically hostile private sector seem to share a growing conviction that his government is abusing power but not wielding it.

Accusations of corruption against high government officials have been confirmed by embarrassed members of the ruling Christian Democratic Party. The attention President Duarte lavished on securing the release of his daughter lines, recently held captive by guerrillas for six weeks, is judged to have lost him still more political prestige.

There is a perception among Salvadoreans that the President concentrated too much time on resolving a personal dilemma at the expense of the country's two most pressing problems, a sick economy and the six-year civil war.

It recently emerged that

during the kidnapping exasperated right-wing army officers had planned a coup, but were dissuaded by the US, on which the Army depends for the running of the war.

As the economy settles into a steep and apparently prolonged decline, labour is getting increasingly restless. The rate of strikes is the highest in four years. Most alarming to the President is that unions which once campaigned on his behalf are now turning against him.

The Government, apparently overruled by the scale of what one Duarte aide called "the economic disaster", can only shrug its shoulders in response to widespread wage demands.

The Government has no money, was the explanation provided recently by the President's closest Cabinet colleague, the Communications Minister, Señor Julio Rey Frendes.

Reports, confirmed by diplomats, of an increase in imprisonment without charge and the use of torture by the security forces, are doing little to convince people of President Duarte's oft-stated commitment to justice and human rights.

The President's promises of peace have led only to disillusionment as government forces and guerrillas persist in their apparently interminable war.

European diplomats, with serious misgivings about their governments' initial enthusiasm for the Duarte government, are now saying the Salvadorean president's only remaining friends appear to be in Washington.

Even the President's daughter has turned against him. Señor Duarte has said publicly that since her captivity she has been suffering from what he called "the Stockholm syndrome" - a feeling of kinship for her kidnappers.

He and his daughter are undergoing joint psychotherapy to cure her of the hostility she has developed towards him since being exposed to the guerrillas' political views.

A priest present when 23 guerrilla prisoners were handed over last month in exchange for the President's daughter said she kissed and embraced several of her captors.

Seven die in tribal fighting

From Michael Hornsby, Johannesburg

At least seven people were killed and scores injured in tribal faction fighting at Isipingo, a black area south of Durban, on Tuesday night, the South African police reported. The area was still tense and patrolled by dozens of anti-riot police yesterday.

There appear to have been no political overtones to the fighting, which, according to the police, involved clashes between more than 2,000 Zulus and Podos, who are related to the Zulus by language and culture.

Eye-witnesses said the two sides fought with knobkerries, sticks, knives and pangas. The deaths were caused by stabbing. A number of shacks were burnt down, and hundreds of residents of the area fled their homes.

The underlying cause of the fighting is not clear, though an attack on a Pondo chief, now in hospital with serious injuries, seems to have set it off.

Meanwhile, the Johannesburg evening newspaper, *The Star*, reported yesterday that the death toll in violence that began last weekend in the Queenstown region in the Eastern Cape had risen to 13. The police could not immediately confirm this.

According to press reports, the Queenstown police intervened in fighting between local blacks and coloureds who did not support a boycott of schools and white-owned shops. The police allegedly sided with the coloureds and encouraged them to form vigilante squads to protect their homes.

The number of deaths in unrest in Leandra, a black township some 60 miles south east of Johannesburg, rose to four yesterday. Violence flared early on Tuesday morning after residents stayed away from work in protest against eviction notices served on squatters living in shacks on the edge of the township.

The white owner of a cafe

near the shacks shot dead a black woman as she was trying to fetch water from a communal tap. This sparked serious riots in which a beer hall and houses belonging to black policemen and township councillors were attacked. The police opened fire, killing three people, two men and woman.

● Car plant closes: The French car manufacturer Peugeot yesterday announced the closing of its South African vehicle assembly operation "for economic reasons".

Three months ago, the Italian car manufacturer Alfa Romeo also closed its plant in South Africa for the same stated reason.

Peugeot, which has been assembling its 504 and 505 range of cars near Pretoria since 1979, said it was closing its South African plant "with reluctance", mainly because of the current poor economic climate here.

Child sex Bill changed

From Robert Schull, Amsterdam

The Dutch Cabinet is withdrawing its controversial proposal to lower the age of consent from 16 to 12 after public and political pressure.

It would have been included in legislation to bring the Public Morality Act into line with prevailing attitudes.

The Bill, which will now be tabled in amended form, is intended to offer better protection to women against any form of sex by coercion.

Sex between children under 16 is an offence in existing law as is similar behaviour between adults and children.

The Cabinet proposed that the age limit should be lowered to 12, although sex between adults and children would remain an offence if any form of coercion or enticement was involved.

Introduced by the Justice Minister, a Liberal, the proposal proved too controversial, with the prospect of parliamentary elections next May, for the leader of the Liberal parliamentary group.

Antarctic ship freed from ice

A British Antarctic Survey ship trapped in pack ice was freed yesterday. The 2,000 tonne John Biscoe had earlier been stuck off the west coast of the Antarctic peninsula, dangerously close to two icebergs which had grounded on the ocean floor.

But 23 officers, crew and members of the survey team were yesterday lifted aboard again. They started the engines and the John Biscoe broke through surrounding ice.

A total of 64 crew and survey members had earlier been taken off the ship on to an American vessel, the Polar Duke, when the future of their own vessel looked in doubt.

Later, 24 of them transferred to a West German vessel, the Polarstern, which broke through the ice to lift the team aboard in a steel basket slung from a crane.

The Cambridge headquarters of the survey was in touch with the John Biscoe by radio telephone and her captain, Mr Chris Elliott, reported that on first inspection there was no damage to the £20 million vessel.

The ship is heading towards Palmer Station on Anvers Island where the rest of the crew and passengers will be picked up. If no damage is found, the ship will continue with programme of servicing British bases in the Antarctic.

Lorries for Contras but no weapons

From Christopher Thomas, Washington

The Nicaraguan Contra guerrillas are to receive lorries and other transport as part of the \$27 million (£19 million) "humanitarian" aid package approved by Congress earlier this year.

The Democrat-controlled House of Representatives voted 387-21 late on Tuesday night for a Bill authorizing Central Intelligence Agency expenditure for the financial year which began last month, including funds for the anti-Sandinista guerrillas.

The Bill specifically bans the provision of military equipment or military advisers to the fighters, but it does approve communications equipment and training to operate it. Without specifying details, it said that "transportation assistance" was permitted.

Congressional sources said that would include trucks and other vehicles and might also include helicopters and armed aircraft, although the details were not clear.

The Bill will be submitted to the Republican-controlled Senate later this week, where it is expected to have a clear passage. The ease with which it survived the House surprised many observers in view of strong Democratic reservations about President Reagan's support for the Nicaraguan fighters.

The Administration has also requested \$4 million to initiate a counter-terrorism assistance programme in Honduras, Guatemala, El Salvador, Costa Rica and Panama. Some Republicans are voicing opposition to aiding Guatemala, whose military government has been accused of serious human rights abuses.

The money would be in addition to more than \$251 million of military assistance already authorized for the five countries during the current financial year.

● MANAGUA: Between 1,000 and 1,500 North American and European volunteers will join the "battle" to harvest Nicaragua's coffee despite Contra harassment. Sandinista officials said here (AFP reports).

Five thousand Government employees will also be sent north from the capital next week to help to cut coffee.

Meanwhile, the opposition Conservative Democratic Party complained that the Government had suspended the party's weekly radio programme because the last broadcast criticized a pending parliamentary Bill to reform military conscription.

● ATTACK DEFEATED: The Nicaraguan Army have beaten back an attack by Contras on the town of Santo Domingo in the central province of Chinotales and killed 41 rebels, the Defence Ministry said (Reuters reports).

Two government soldiers were killed.

King marks 10-year reign

Homage to all Spain's fallen

From Richard Wigg, Madrid

To celebrate the 10 years of his reign, King Juan Carlos will tomorrow inaugurate a national monument here honouring "all those who gave their lives for Spain".

The emphasis in the inscription is on "all", and the ceremony, to be attended by Queen Sofia, the Spanish Cabinet and armed forces chiefs, is to underline Spain's national reconciliation since the monarchy and mark a decade of democracy.

Without anyone saying so, the monument will be in sharp contrast to the mausoleum in the Valley of the Fallen, built by Franco north of Madrid after the civil war, where only those who fought on the victorious and Nationalist side are buried, and which was built by Republican prisoners of Franco's forces.

King Juan Carlos will light

emoney for the dictator will be a Mass attended by his widow on Saturday and celebrated by Benedictine monks.

On Sunday, old Francoists and extreme right-wingers plan a rally in central Madrid. Spanish police are on special alert for both days.

If a popular radio phone-in programme yesterday is taken as a guide, Spaniards are divided almost equally about Franco 10 years after his death.

The 30,000 listeners who phoned in used different numbers to answer the question: "Do you miss Franco or not?" Some of those against him pointed out that no one would have dared participate in or broadcast such a programme 10 years ago.

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THE ARTS

Photography: Drusilla Beyfus reviews the winning entries in the 1985 Cecil Beaton Awards

The mysteries of collaboration

An indication that the British school of portrait photography has a promising future can be seen at the Vogue/Sotheby's Cecil Beaton Award 1985 show at the Photographers' Gallery. Several pictures are by professionals but the purpose of the award and the exhibition is to encourage new talents. There are numerous aspirants - approximately 1,500 students are currently taking courses in photography at art schools, colleges and polytechnics in England, Scotland and Wales. In England alone, there are seven degree courses and six Higher National Diploma courses in the subject. Gaining the first sign of public recognition is of crucial importance to budding photographers in what has become an overcrowded profession.

The award that bears Cecil Beaton's name was founded posthumously by Conde Nast Publications in memory of a favourite artist whose own portraiture of the clever, the chic and the celebrated of the day has given a lasting credence to the cult of personality. The award carries a cash prize of £1,000.

It is impossible to view the images on show without being aware of the mysteries that pervade the collaboration between the photographer and his quarry. How much of the picture reveals the sitter and how much reflects the photographer? The prizewinning portrait by Valentin Vailhonrat of a young Madrid poet suggests a surreal manner of merging the literary associations of both sitter and portraitist - the latter studied literature and journalism at Madrid University. The picture is, literally, toe in cheek, as the subject's foot is placed reflectively against her face where one expects to see a hand: an illustration of the sitter's extraordinarily supple body. The photographer is also something of

minimalist. Portraiture has encouraged him to eliminate the superfluous.

The traditional preoccupation of photography with the nude found a subtle response to the vulnerability of the human body at a time when brutal exposure of flesh has become commonplace. Photographers found interest in skin textures that are signs of all the changing physical states from babyhood to old age. Tim O'Sullivan's reclining nude seemed to be a celebration of the subject's pregnancy - a young black musician is romantically lit in a manner that emphasizes the rounded beauty of the fruitful female form - but in a way that avoids sentimentality.

David Buckland called on theatre references for his portrait head in colour of a young man with bare shoulders. A bold, commanding image rises up in the foreground, with every hair on his head lit for visibility against a backdrop depicting an epic cityscape. The portraitist is known for his studies of nude dancers - many from the London Contemporary Dance Theatre - whom he invests with grace and the power of impending movement. He is an artist who seeks meaning in the animalism of the human form divested of the codification of clothes.

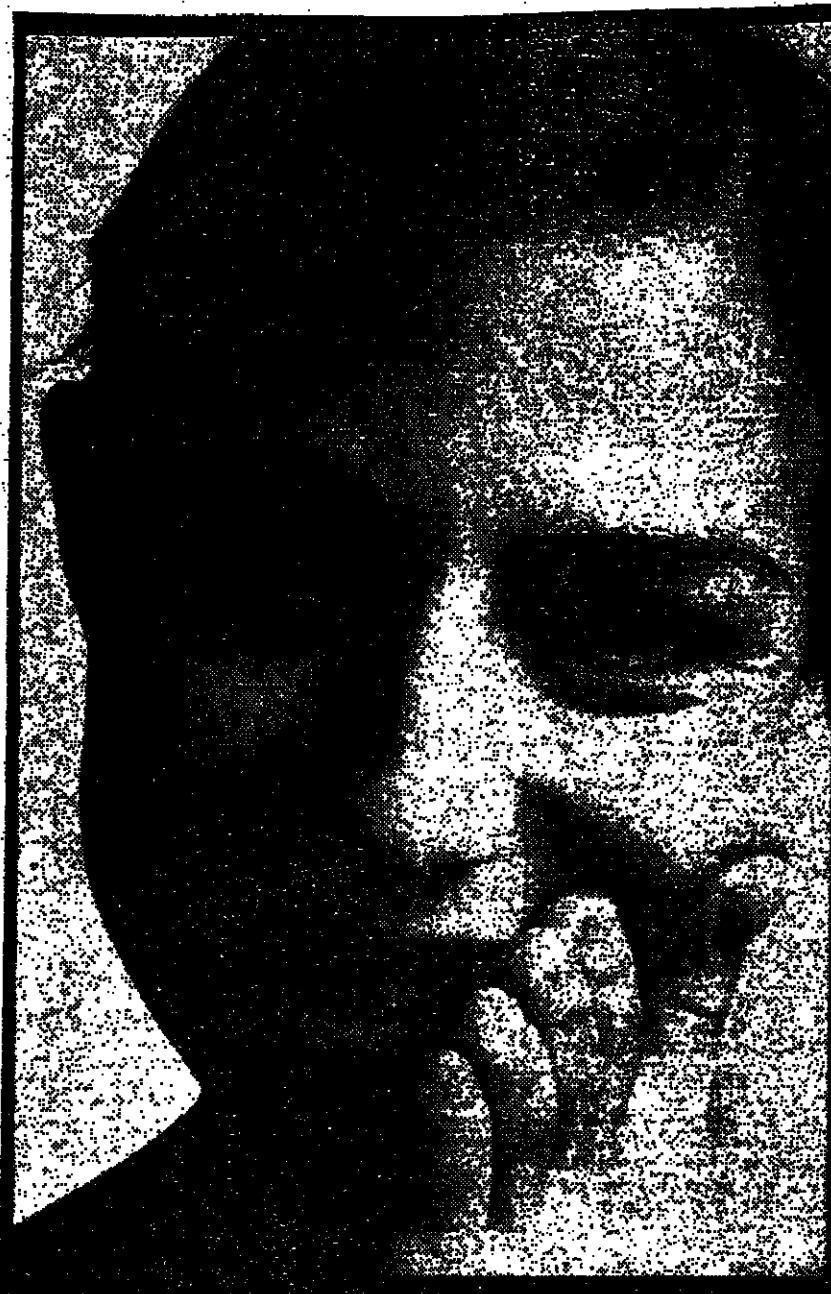
There is an obvious pleasure in the practice of the craft which suggests that photographers are among the least bored members of the community - perhaps the practice of their particular magic holds a key to the fabled age of leisure. There are new techniques too in the making. A likeness in colour created in part through the use of computer graphics suggested a humanizing of this branch of technology.

However Angus McBean, an innovator in theatre photography

(his alluring black and white portrait of Vivien Leigh currently appears on British postage stamps as part of the series commemorating British Film Year) and who was a judge of the Beaton Award this year, sensed a lack of humour and relaxation in much promising effort by young photographers. As someone who was self-taught he found a great deal to admire in the high standards of technical competence displayed. He noted that an inescapable hazard for photographers remains the standard of reproduction in many sectors of printing and publishing.

My own particular reservation was that too few photographers seemed interested in grappling with the seemingly intractable challenge of portraying the woman of middle age as an individual. The usual stereotypes recurred, with best results casting her as a loonie, a neuter or granny.

In this country we have the up and coming photographers who are capable of building on the tradition established by Beaton, Snowdon, David Bailey and Norman Parkinson, among others. But where are the new patrons? In public life in particular, portraiture offers an unrivalled way of honouring luminaries of one kind or another and of establishing the sitter's character for the eye of posterity. There are countless instances of a clear need for a more imaginative approach to the commissioning of portrait photography, if only for the sake of good business. Book publishers could surely do better by their authors in choosing a more interesting likeness for reproduction on the dust-jacket. That authors should allow the idiom of their own presentation to fall so far behind the world of rock and pop is a shortcoming that photography is well equipped to put right.



Superfluity eliminated in the winning entry: Portrait of a Madrid Poet by Valentin Vailhonrat

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Theatre

Interpreters

Queen's

By a happy coincidence, the opening of Ronald Harwood's play, a study of Anglo-Soviet relations, coincides with the Geneva summit. Whether this counts as a calculated move or sheer accident is a matter of interpretation, depending on whether you label the author as a shrewd commercial operator or an innocent who happened to strike lucky. A debate might be arranged on this theme, but it would clarify nothing and both sides would emerge with their prejudices intact.

Such, as I understand it, is the argument of *Interpreters*, and it holds up pretty well for as long as the action sticks to the conference table. From the first sight of Maggie Smith, testifying to an unseen committee in tones of suppressed distraction, there is clearly something nasty in store, but it is held firmly at bay when the prologue fades into the opening Foreign Office scene.

England is bracing itself for a visit by the Soviet President and Poitner, a British departmental head, is meeting his Russian counterpart to thrash out the details of the momentous agenda: to wit, the menu for the state banquet. Some cautious progress is made on this delicate issue, but at the mention of vodka the accord goes up in smoke. Vodka grows Mr Gorkin, a working-class drink, and nothing less than Chateau Lafite 1953 is appropriate for the President. "If your Queen were visiting Moscow you would not expect us to serve her with warm beer."

I quote from the translation; Mr Harwood has fortunately had the nerve to present the Soviet side in the original language, leaving it to the two interpreters - Miss Smith and Edward Fox - to render the dialogue comprehensible. Druitt Makaroff, the company's voice coach, has done a thorough job, and the sight of old West End faces like Jeffery Wickham and Mr Fox, tearing into prolonged Slavic expostulations is at once an impressive novelty and also inherently comic. Later in the play, Mr Harwood brings it comically into top gear by arranging a mistranslation pact between the two interpreters.

Between the first and second conference scenes, however, we have visited Miss Smith's flat, designed by Farrah as an icon and samovar-cluttered Tsarist shrine in the heart of Earl's Court, which she shares with her grandmother, a 92-year-old survivor of the Ballet Russes. Here she is sought out by Viktor, the Russian interpreter, who is hot to renew the affair he had, with her in New York 10 years before. It has taken her that length of time to recover from being abandoned, and she knows he is a liar; still, when he



Maggie Smith: rising to comic opportunities

declares his readiness to defect for her sake, perhaps he is now speaking the truth. You can immediately see how this situation ties in with the theme of interpretation. Viktor has to interpret her reluctance. She has to interpret his declarations and see them against his past actions. Even the old babushka, name-dropping her way through memories of her glittering past, keeps a suspicious eye on the Bolshevik intruder and interprets the relationship with her sick of cards (shades of *The Queen of Spades*).

It sounds a dramatically effective scheme, but when it comes to working it out, Mr Harwood hits a rock. To preserve suspense and the element of doubt, Viktor cannot reveal himself. Everything he says has to be open to opposite interpretations. As a result, his dialogue degenerates into a sequence of loud romantic clichés, and the scene goes round in circles.

Consummation duly takes place (with the aid of laboured metaphor on the erotic associations of running water), but even after that the relationship continues in its dingy, eye-witness style, with no authentic moment of contact between the lovers. Contact is reserved for the act of betrayal, when Viktor, as a suspect defector, defends himself by passing the affair off as a one-night stand for which he was ready to tell any lie while she sits there, diligently translating his catalogue of insults for her Foreign Office boss.

It is a painful scene, and it leaves the element of doubt still open (what else could Viktor say in the circumstances?). But it comes too late to arouse any other emotion. Miss Smith's performance is situated at the midnight of youth: briefly rejuvenated by the affair, and shrinking into grey despair when it collapses. When comic opportunities come her way, she rises to them hungrily; she and her audience could do with more. Edward Fox plays Viktor with rapacious attack and a multi-layered English accent, but there is no character for him to project. Peter Yates's production shows its qualities more visibly in conjuring a drunken Russian party out of a company of six.

Irving Wardle

Entertaining Strangers

St Mary's Church, Dorchester

Thomas Hardy once observed that the survival of folk art forms is characterized by moroseness and that only their revival excites enthusiasm. "Community theatre" as exemplified by the Colway Theatre Trust over the past six years bears all the hallmarks of the latter category. Naturally enthusiasm requires financial support, and Ann Jellicoe, identifiably the pioneer of this form of theatre, will shortly be resigning as the Trust's director in protest at the South West Arts Council's halving of its annual grant. So this "play for Dorchester" by David Edgar will be her last production.

Perhaps the future, with commercial sponsorship, Eldridge Pope and Co, the Dorchester brewers whose robust product has long found favour with the present reviewer, have been generous with their support, and in return have been rewarded with a lengthy dramatized advertisement. Mr Edgar's sprawling

piece begins in 1839 with Sarah Balson, the brewer's wife, who had seen service at Trafalgar, marrying an ambitious serving man named Robert Eldridge, and thus laying the foundations of the dynasty.

A stringently strain-laced divine, one Henry Moule, accedes to the living of Christ Church, sacks the cacophonous church orchestra and brings in against intertemperance. There is inevitably much murmuring against him.

During the cholera outbreak of 1854, the Revd Moule shows his true colours, refusing to seek safety in flight and labouring heroically to relieve his parishioners' suffering. The brewer donates a large copper for the purpose of boiling infected clothing, and the vicar, assailed by visions of angels, pledges himself to combat economic oppression.

The action devolves on three stages in the nave of this handsome turn-of-the-century church. In a cast of 180, culled in the main from local amateurs, the part of Sarah is split between Linsay Ingram and Margaret Ansell, that of Henry between Rod Drew and John Hanson.

Martin Cropper

Television

Coherent comedy

Flat-sharing has occupied the position previously held by National Service in the construction of comedy - it is an unpleasant, inevitable phase of life which handily corrals diverse social types in front of a camera. The resulting intense interaction, in a context which includes some anxiety in the viewer, is almost always funny.

Girls On Top (ITV) is the newest comedy series in this genre. It stars four of the most gifted women of the post-*Comic Strip* wave - Dawn French, Jennifer Saunders, Ruby Wax and Tracey Ullman as a quartet of characters roughly approximate to those of the BBC series *The Young Ones*: hypocritical agitprop bully, a droopy, downbeat victim, and a house capitalist (in this case American; there is no female equivalent of Ade Edmondson's stud-encrusted punk wreck, so instead Tracey Ullman portrays a manipulative lardy blonde).

Since most right-thinking people despise women who wear stiletto heels with legwarmers and bore their associates with catatonic multi-faceted hypochondria, this last character is rapidly dominating the flat as the girl-you-love-to-hate, just as Neil the winging hippy came to dominate *The Young Ones*. Tracey Ullman also has the advantage of more

extensive television experience than her colleagues. *Girls On Top*, now halfway through its first run, is more coherently plotted than most alternative comedy and has a refreshing tendency to offer a story with the beginning, middle and end in their traditional positions. Last night's episode ridiculed Prince Andrew's taste in girlfriends, a hearteningly populist choice of scenario.

Most comedy series have an uncomfortable adolescence in which the final balance of the show is worked out. *Girls On Top* has not quite emerged from this normal phase of uncertainty, but there is every indication that by the end of this opening run it will have attained peak form.

Patrick Barlow and Robert Austin, the two plump gentlemen who comprise the National Theatre of Brent, need peak form for *Mighty Moments of World History* (Channel 4), a series of lunatic re-enactments featuring such mythic personalities as King Arthur and Lawrence of Arabia. Much of the comedy derives from the ridiculous aspects of self-importance, and it is surprising how successfully this theme can be extended to an hour of entertainment.

Celia Brayfield

Dance

Jaroslaw/Hall
Riverside/Bloomsbury

By coincidence, three very different kinds of American dance are being shown in London this week. Risa Jaroslaw and Dancers made their London debut on Tuesday at Riverside, where Karole Armitage will succeed them tomorrow. Joel Hall's company is at the Bloomsbury Theatre all week.

Risa Jaroslaw is presumably fashionable in New York, to be able to attract Tina Chow to undertake the "costume construction" for two of her dances. She and her three supporting dancers are proficient movers, smooth but precise in their timing, nicely coordinated - even in appearance: two are short, with smooth short hair, the other two tall with long frizzy hair.

In *Fine Line* all four dancers move, singly or collectively, freely across the stage, with lots of falls and bouncy movements. Jaroslaw goes in a lot for unexpected changes of direction (apparently also in her solo *Guerrilla War*) and frequently lets the hands and arms lead, even dominate, the movement, something especially noticeable in a film show of her *Rites of Passing*, made in New York in 1981 by Nancy Schreiber using

a marvellous natural location, a huge sandpit with the towers of the World Trade Centre behind. A painting by Deborah Freedman of rocks, executed on long vertical strips with gaps between, seemed doubtfully relevant to *Fine Line*. Jaroslaw goes in for the sort of music that would be achieved sooner, rather than later, by four bright chimpanzees set loose on a synthesizer, and used obscure or fancy spoken texts for two numbers.

Joel Hall's company from Chicago uses mainly, but not exclusively, jazz recordings, and attempts a wide range of manners, including a sort of sci-fi fantasy based on arabesques and a bit of muscle-flexing by a slightly clad chap on a large box with the lower half of Leonardo's best-known drawing projected on the backcloth above him (the top was cut off by the proscenium arch).

What this company does best is a fairly straightforward jazz dancing with a touch of drama imparted by the costumes, poses and hints of relationships. Either company is agreeable enough but neither has anything strikingly individual or overwhelmingly good to offer that would explain their making such a long journey. Roll on Miss Armitage.

John Percival

Concert

Andrei Gavrilov
Barbican

The notion of technique at the service of musicianship is a fairly reasonable requirement, one would have thought, from the outright winner of the 1974 Tchaikovsky Competition. In fact Andrei Gavrilov's recital left one baffled, exasperated and finally just plain angry when you consider how many truly gifted artists are never going to get near playing at the Barbican, and for extra-musical reasons at that.

There is not denying that Gavrilov's playing is technically immense: the speed of his fingers is staggering (even if he does tend to pedal so crudely as to cancel out most of the detail), and the most involved passages of Chopin's four Ballades appeared to cause no problems whatever. The quieter moments, at least, contained some lovely things: the second

Ballade's tune had a lilting naturalness and simplicity, and the opening paragraphs of the fourth Ballade were sparsely unfolded. But, given half a chance, Gavrilov set off like a rocket; he seemed totally unaware of the Homeric splendour of these magnificent works and of the breadth of phrasing with which Chopin articulates them.

Lucency prevailed in the group of Rachmaninov pieces after the interval: Gavrilov sat down and launched into the B-flat Prelude so quickly, loudly and indistinctly that the left-hand arpeggios and right-hand fanfares never had a chance of coming through clearly. Similar treatment rendered the F sharp minor *Etude-Tableau* literally unrecognizable. Technically, these performances were sensational, musically most of them were a joke of the unfunniest kind. Is this really what the mighty tradition of Russian pianism has come to?

Malcolm Hayes



Royal Opera House DISPUTE RESOLVED

The Management of The Royal Opera House is pleased to announce that through the intervention of an anonymous and generous well wisher, a settlement has been reached with the Musicians' Union and The Royal Opera House Orchestra. As previously announced, Handel's *SEMELE* has been cancelled. In order to make up lost orchestral rehearsal time, the performance of *LA FANCULLA DEL WEST* on Friday 22 November has also been cancelled; the remaining performances on 26, 27 November; 5, 7, 19 December will take place as advertised.

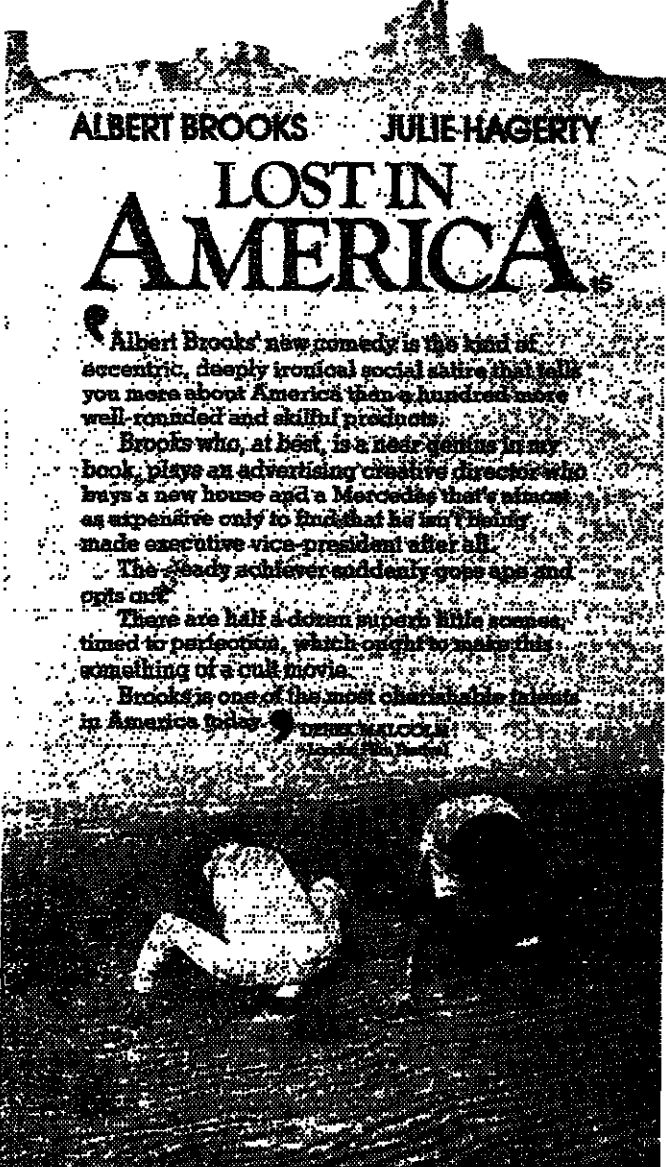
All performances by The Royal Ballet will take place as advertised. There will be an additional performance of *THE SLEEPING BEAUTY* on Friday 23 November.

SEMELE all performances cancelled. Refunds are available from the Box Office.

LA FANCULLA DEL WEST Friday 22 November cancelled. Ticketholders may exchange tickets for a later performance or obtain refunds from the Box Office.

THE SLEEPING BEAUTY extra performance on Friday 23 November at 7.30pm.

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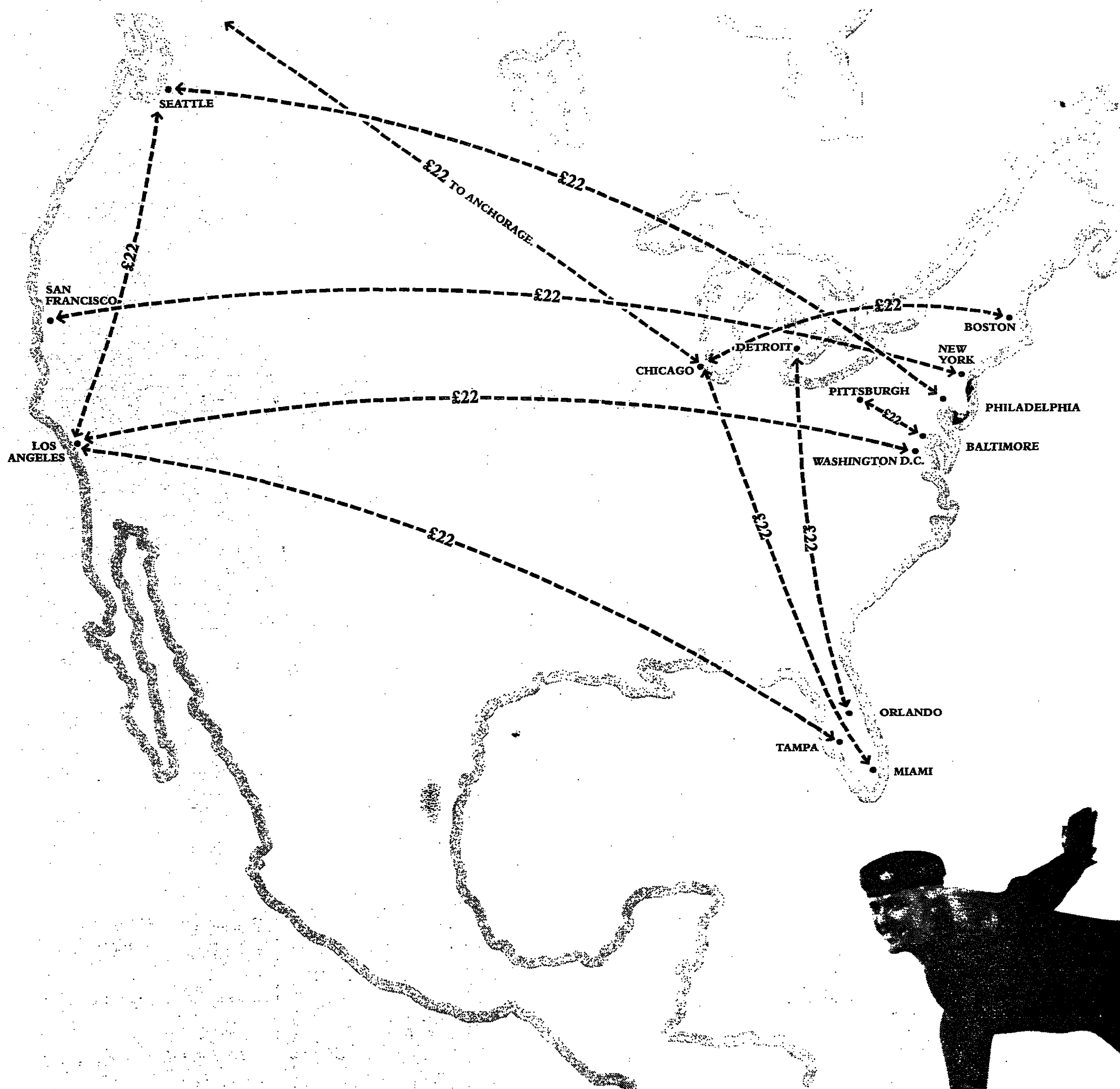
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SPECTRUM

Ten years of reign in Spain

The Times Profile: King Juan Carlos

It is often said that to be a king is to be a lonely man: Juan Carlos, who was proclaimed king of Spain 10 years ago tomorrow by Franco's Cortes only two days after the dictator's death, has without doubt been that.

No one threw their caps in the air in November 1975 and Señor Santiago Carrillo, who was then believed to lead a strong underground communist party, prophesied the young monarch would go down in history as "Juan the Brief".

He was lonely because although he ascended one of Europe's oldest thrones, it was after an interregnum of 44 years. He was lonely because although he knew he wanted to lead Spain to democracy, it was doubtful whether the Spanish people would take to it. He had very few friends and with the Franco regime apparatus still in place, he could not even telephone his father, who was living in exile in Portugal, because the line was tapped.

He was lonely again on the night of February 23, 1981, when he saved that young democracy from an influential group of senior right-wing army officers who attempted to stage a coup.

There have even been times when King Juan Carlos's frank and informal manner (he must be the only monarch who is said to slap a visitor's knee in conversation when he wishes to make a point) has set him apart from Europe's crowned heads, who live surrounded by protocol imposed by tradition and they have tried to tell him so. One of the most remarkable turnarounds in modern history has been achieved by a monarch who does not seem to think he was a born politician.

The King with his wife, the Greek-born Queen Sofia, will be making a state visit to Britain next April, the first by a reigning Spanish monarch in 80 years, although he has made private visits to this country, including a trip to Lord Strathmore's estate to shoot grouse.

That night in February 1981 finally swept aside all the reservations about King Juan Carlos. When the King telephoned the army captains-general, most of whom were undecided about joining the coup, he emphasized that he would neither abdicate nor abandon Spain and that "Whoever rebelled would be responsible for provoking a new civil war" (as Señor Alberto Oliart, the Defence Minister at the time recounted afterwards). It was as Spaniards say, using the bullfighters' phrase, "The hour of truth".

"After that, the King is god", says a leading Spanish magazine publisher. King Juan Carlos's conduct during those 20 hours, forged an awareness among millions of ordinary Spaniards that this Bourbon monarch had irrevocably tied the survival of his throne to the survival of Spanish democracy.

King Juan Carlos is a tall, handsome man with an open, friendly face, his manner and appearance are the very opposite of the line of Bourbon kings, serious or sad, who look out at us from their portraits.

He reads thrillers and science fiction, enjoys sailing in the Mediterranean off Mallorca, and is a keen skier, spending his free time in the Catalan Pyrenees: last year he took a skiing holiday in Colorado. These days he spends less time riding his motorcycle around the Zarzuela, the royal palace outside Madrid, but he continues to be a radio ham. A reformed cigar smoker, he drinks only small quantities of wine and champagne.



The people's King: 'The institution which I personify unites all Spaniards'

There is no siesta in the royal day, which begins with breakfast at eight. Afterwards, if he is not travelling, King Juan Carlos looks over the day's forthcoming events with his staff, devoting the rest of the morning to audiences. In the afternoon he examines public matters - the Prime Minister sees him regularly once a week, but they are often in contact by phone - or prepares his addresses with speech-writers.

He is even tolerant of press photographers, aides say, overruling the Queen on summer holidays when his daughters, the Infantas Elena and Cristina are in bikinis and the Queen is sunbathing on the royal yacht. He is known to consider that the public area begins outside the private quarters.

His is a popular and populist monarchy. Spaniards feel, in the sense that the people look to him to protect them from difficult times. Courtiers, and evidently the King, believe that another attempted coup by Spain's armed forces is now out of the question.

When Franco died in November 1975, the Spanish people, except for a tiny band of ageing monarchists, were at best completely indifferent to the restoration. Some socialist emigrés, then living in Paris, dismissed Juan Carlos as the "Idiotia perdido" (lost fool), a view shared by Franco's old guard, who, still in power in Madrid, assumed that the young King would be a puppet in their hands.

In answering his proclamation by the Cortes, the King made a speech which in retrospect established the essential elements of what was to become a peaceful transition from an authoritarian regime to a "democracy without adjectives".

"A new phase of Spanish history begins, which we must undertake together in peace, hard work, and prosperity," King Juan Carlos declared. Then came the key phrases: "The monarch will at all times maintain the closest relations with the people... the institution which I personify unites all Spaniards and I invite you now to serve Spain."

It took the King one year to bring about the dismantling of the Franco regime. This was achieved by the Law of Political Reform, voted by the Francoist Cortes to bring about its own substitution by a genuine parliament based on universal suffrage.

The King selected two figures from the Francoist National Movement to carry out this crucial task: Torquato Fernández Miranda, whom he immediately made President of the Cortes and who became the strategist of the operation, and Señor Adolfo Suárez as Prime Minister. Both men served his purposes brilliantly.

For seven months, however, the King chose to hide his time, and retained Franco's last prime minister, Señor Carlos Arias, who intrigued against Fernández Miranda's plans for reform.

But even the King's appointment of Señor Suárez, who had been Minister for the National Movement in Arias's government, did not initially improve things. A friend telephoned to tell King Juan Carlos: "With that appointment, you have just thrown the monarchy out of the window".

The King and his prime minister worked very closely together in the months in the run up to the June 1977 general elections. These produced a parliament which by late 1978 had agreed the present constitution. It was a milestone in the King's efforts at national reconciliation.

But before holding democratic elections, it was essential to include the communists when legalizing the political parties. The King resorted to at least one leading figure of the communist world in order to pave the way for Señor Suárez.

Establishing democracy however was one thing; the future of the monarchy had still to be settled. Señor Felipe González, Spain's present Prime Minister, who was then Secretary General of an only recently legalized Socialist Party, when asked by a Madrid magazine what at that time he most wanted the King to do, replied: "Well, as a matter of principle I am a republican; it should be the Spanish people who decide".

The King had been in contact with the leaders of the democratic parties

before they were legalized and a trusted member of his staff acted as go-between, smuggling them, with coats over their heads, to a secret rendezvous.

At a meeting between the King and González just before polling day, Juan Carlos completely bowled over Señor González by asking: "Do you have to be a republican to be a socialist?" When the socialists were set for victory at the October 1982 general election, the King summoned all the party leaders and told them the people's verdict would be scrupulously respected.

Señor González has worked remarkably smoothly with the King, sensing the political advantage of being seen to be doing so, especially on defence matters and the armed services. This is an expression of how deeply the socialist leadership absorbed the lesson of the 1981 attempted coup and perceived the King's crucial role as overseer of the democratic constitution and Commander in Chief of Spain's armed forces.

In 1942, when the Axis powers were still winning, Franco told Don Juan, the King's father, that his regime was incompatible with restoring a monarchy. But after the Second World War, Franco had a fundamental law, foreseeing the restoration of the monarchy, put on the statute book. Then, characteristically, he continued for almost three decades more with his personal dictatorship. "Don Juanito", as the boy was known, first saw Spain at the age of 10. He had his secondary schooling among a carefully selected group of boys in Madrid and San Sebastian. But his father and Franco disagreed about whether he should go to university afterwards, or to the Spanish equivalent of Sandhurst. Franco won, and from 1955-1959 Don Juan Carlos graduated through all three service colleges.

Then came his time at Madrid's Complutense University, reading Humanities, Law and Politics. The King has exploited his experiences, both in the services and at university, to maximum effect.

Don Juan Carlos was born in the

BIOGRAPHY

- 1938 Born January 5 in Rome, to the Spanish Royal Family in exile; moved during the Second World War to Lausanne, Switzerland.
- 1948 Goes to Spain for the first time; starts secondary school.
- 1955 Enters Saragossa military academy as officer cadet.
- 1960-61 Studies at Madrid's Complutense University.



- 1962 Marries Princess Sofia, daughter of King Paul of Greece, in Athens.
- 1969 As Prince formally named to be Franco's successor as head of State with the title of King.
- 1975 November 22 proclaimed King of Spain as Juan Carlos I by the Cortes two days after Franco's death.
- 1976 Became the first Spanish monarch to visit the Americas.
- 1978 Approves Spain's democratic constitution after a national referendum.
- 1981 February 23 attempted coup successfully foiled.
- 1985 Presides over the signing ceremony of Spain's Accession Treaty in Madrid.

Anglo-American clinic in Rome on January 5, 1938. The King's first years were spent with his parents in Rome's Parioli district in a rented flat. The exiled Spanish royal family was poor and it remains so in comparison with other European royal families.

It is difficult to understand King Juan Carlos without reference to his father, Don Juan, whom Franco always kept at arm's length. There has been drama in the father-son relationship as well as affection. In May, 1977, just before the first democratic election, Don Juan requested all his dynastic rights in favour of his son and heirs. Don Juan is now very happy over his son's reign, but when the ageing Franco had Juan Carlos named his successor in 1969, against Don Juan's wishes, that, an old monarchist recounted, was the bitterest loss in the father's life.

The young prince's service tutors, university professors and some contemporary cadets, and undergraduates became important service figures or political leaders in the 1970s and 1980s.

But at the time the monarchy was something remote for most young Spaniards and opposed by extreme right-wing student groups. There were demonstrations and the prince was booed on the campus.

A former Centre Democrat minister, who was a fellow student, suggests the future King derived the guiding idea that his reign would have to be a popular style monarchy from those years.

How does King Juan Carlos keep in contact with the country and not merely with the authorities? When he is at the Zarzuela, the King holds, on average, about 100 audiences a week. But there are also shoals of letters arriving from ordinary citizens, usually complaining of something amiss. The King also meets regularly outside the Zarzuela with a group of fellow students from his year at university, including a television personality, a woman film director, lawyers, and businessmen. They talk about everything under the sun - even politics for the King has had to become a political force.

Richard Wigg

BOOKS I

BBC at war, not Ministry of Truth

Orwell's war commentaries cover 15 months, finishing in March 1943. They were written for the Indian section of the BBC's Eastern Service. But for the assiduity of Mr West in searching out Orwell's material in the BBC archives they would have been forgotten. It would not have mattered if they had been.

The broadcasts have a curiosity value and that is all. They are not stunning examples of the art of propaganda. They are fairly pedestrian workmanlike accounts, more or less truthful, of what was going on at the time.

It is impossible to thrill to any rolling phrases or brilliant images because there are none. Orwell was doing a sensible job in a sensible way.

Mr West suggests that on occasion he was wrestling with his conscience and the censor. It does not seem so. The censor was not unreasonable in the bits he wanted left out for fear of giving information to the enemy. There appears to have been little attempt to persuade Orwell to suppress or include views not his own. We were at the time all on the same side, and Orwell, though dubious about Russia, had no more qualms than Churchill in welcoming her as an ally.

Orwell was in favour of Indian independence, but not in favour of the Japanese occupying India. That was the position of Stafford Cripps, whose 1942, nearly successful, attempt to get Congress support was smashed by Gandhi's trickery at the last minute. Orwell did not have to compromise with his principles to urge Congress to support the war effort any more than Stafford Cripps did.

The texts in the Appendix of broadcasts from Subhas Bose's "Free India" Station are of minor historical interest. They had no effect on India, and Orwell scarcely bothered with them.

As in *Orwell: The War Broadcasts* Mr West seeks to

Woodrow Wyatt

ORWELL: THE WAR COMMENTARIES Edited by W. J. West Duckworth/BBC, £14.95



show that some of Orwell's later writings were inspired by his BBC experience. This is a thin argument.

Orwell refers to ordinary people welcoming rationing and its fairness for all, which Mr West turns into the origin of the "Proles" in *Nineteen Eighty-Four*. Again Orwell's suggestion that, if they were victorious, the Germans and Japanese would soon be fighting each other is taken as "another clear link with *Nineteen Eighty-Four*, which the alliances between super powers change so rapidly that a public meeting called to condemn one changes in mid-course to an attack on the other."

Orwell was a great writer. *Animal Farm* and *Nineteen Eighty-Four* will live for ever. But to suggest that they owe something to his commentaries and life in the BBC in the war is ludicrous. The BBC was not the Ministry of Truth, nor anything like it. Considering we were fighting for survival it was remarkably honest.

Grandmother queen

Hugo Vickers

QUEEN MARY By David Duff Collins, £15

David Duff has produced excellent books in his time. His *Hessian Tapestry*, is wholly admirable and his biography of Princess Beatrice has rightly been re-issued. More recently he has written on Queen Alexandra and King George and Queen Elizabeth. The latter books were less appealing because in no way did they supersede better works on the same subjects. If you are a David Duff fan, then you are good news - he is alive and well and has written a biography of Queen Mary in the same light genre as his last two. If you are not familiar with him, then I suggest you give this book a miss and dig out a second-hand copy of James Pope-Hennessy's version, which Mr Duff rightly describes as "one of the finest biographies of the twentieth century".

The problem with this new Queen Mary is that it adds absolutely nothing to our knowledge of her, while retracting somewhat from what we learnt in Pope-Hennessy. Surely the only excuse for yet

another Queen Mary is a swing over on Pope-Hennessy and incorporate new material that has become available since 1959. This has not been done and it was most surprising not to find Pope-Hennessy's hilarious notes for his book (*A Lonely Business*, 1980) in Mr Duff's bibliography or source references. Whenever Mr Duff's royalties revisit an historical site, they apparently always recall a previous visit there.

This is hardly worthy of a serious biographer who once worked in the Cabinet Office Historical Section. However, if the recent success of *Queen Mary* is anything to go by, Collins and Mr Duff can look forward to a happy and remunerative Christmas.

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SATURDAY

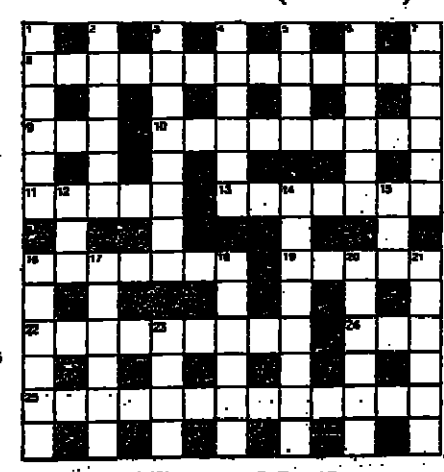


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CONCISE CROSSWORD (No 806)

- ACROSS
- 8 Artful successor (4,9)
 - 9 Convent sister (3)
 - 10 Pre-occupying (9)
 - 11 Clever (5)
 - 12 Amid (7)
 - 16 Princess of Wales (11)
 - 17 Family (5)
 - 22 Warrior (9)
 - 24 For every (3)
 - 25 Completely surprised (5,8)

- DOWN
- 1 Appreciative words (6)
 - 2 Schedule (6)
 - 3 Unconvinced person (8)
 - 4 Nap (6)
 - 5 Seeks (4)
 - 6 Perceiving (6)
 - 7 Customer (6)
 - 12 Floor washer (3)

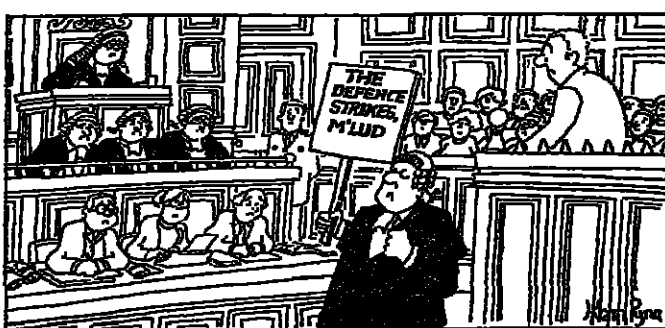


- 14 Surpassed (8)
- 15 Transgression (3)
- 16 Security (6)
- 17 Discoverer's cry (6)
- 18 Rat (5)
- 20 Unclean (6)
- 21 Beat soundly (6)
- 23 Barrel pling (4)

- SOLUTION TO No 805
- ACROSS: 1 Cohort 4 Hardly 7 Port 8 Innuendo 9 Forceful 13 Pew 16 Haile Selassie 17 Dye 19 Pathetic 24 Fusilier 25 Pine 26 Ignore 27 Roster
- DOWN: 1 Cape 2 Harmonise 3 Trite 4 Hindu 5 Real 6 Lodge 10 Creep 11 Fleet 12 Leave 13 Pessimist 14 Whey 15 Thud 18 Young 20 Abide 21 Hurer 22 Silo 23 Beer

Lawyers who think their pay is criminal

Legal aid fees are so low that barristers have been talking of industrial action



The threat of a barristers' strike over "ludicrously low" criminal fees paid by the Legal Aid scheme has shaken the legal world. Senior barristers have even spoken of refusing to act as stand-in judges in the Crown Court.

Bar leaders have dismissed talk of industrial action as premature, but it could cast a shadow over negotiations which start this month between the profession and the Lord Chancellor's department over fees for both barristers and solicitors involved in criminal legal aid work.

The threat was a sign of the unrest within both the solicitors' and barristers' branches of the profession over fee levels, which are set annually by the Government. It is a threat that has not gone away.

The barristers had warned that while no defence work would be affected, they might refuse to act in Crown prosecutions unless their fees were increased when the new Crown prosecution service comes into force next year.

This pay battle promises to be the toughest yet. Both solicitors and barristers have already put down their markers. For the first time they have commissioned outside firms to conduct surveys of their earnings to provide much-needed ammunition for the pay talks.

Contrary to the public image of a well-heeled lawyer charging fat fees, they show that the lawyer doing criminal legal aid is at a severe disadvantage compared both with his professional colleagues doing other

kinds of work and with those employed in the Government's legal service or commercial organizations. The surveys support the profession's fear of a deterioration in the standard of the whole legal aid service. They show why there is now a steady reduction in the number of solicitors' firms and barristers prepared to do legal aid at all, and why there is a severe cut in the amount of legal aid work by firms still prepared to do it. A number of well-known London legal aid firms are beginning to take on other work, such as conveyancing.

Criminal legal aid is means tested. It can be granted to any one, but defendants with income and capital above certain levels must contribute towards costs. This occurs in 15 per cent of legal aid cases.

The profession will argue that any attempt by the Government

to restrict pay rises this year to current rates of inflation will be in breach of the statutory requirement for "fair and reasonable" rates of remuneration. But it would also put in jeopardy the whole ethos of legal aid, that the poor can get the same standard of service as the rich.

Few of the 7,000 solicitors firms in England and Wales can now afford to concentrate on legal aid. But some 1,400 earn £10,000 or more a year from criminal legal aid and it was these the survey covered.

On the basis of 296 responding firms, the Law Society survey by Peat, Marwick & Mitchell showed that pay rises of at least 17 per cent (25 per cent in London) are needed to achieve a "fair and reasonable rate" that compares with lawyers elsewhere.

The income of a partner

doing only criminal legal aid could be as little as £11,700 in London (£16,600 outside) compared with £22,700 (£21,300 outside) for a civil service or company lawyer. But the figure for legal aid work can be even lower as the Government assumes a set amount of work. Many lawyers work, and claim for, less than the expected number of hours.

The Bar survey, by Coopers and Lybrand, which was based on a much smaller sample of some 2 to 3 per cent of the criminal bar and excluded high-earning QCs, indicated pay rises of 30 to 40 per cent were needed to bring barristers to the level of those employed in the government legal service.

There are around 5,200 practising barristers in England and Wales, roughly one-tenth of the size of the solicitors' profession. Between 2,000 and 3,000 are thought to depend on publicly-funded criminal work.

The survey showed the average net income in 1983/84 of a London-based barrister with 10 to 15 years experience of criminal work was as low as £8,620. For those with mixed criminal and civil legal aid practices, the middle income was £15,700.

Beyond the legal profession there may be disbelief at any argument that lawyers are not well off. But the gap between lawyers doing private work and doing publicly-funded legal aid work is now so wide that there is a real danger of a second class service for the legally-aided defendant.

Frances Gibb

BOOKS II

The torments of the poet

James Fenton reviews memoirs and verses of a man who thought continually of being a poet

IN the early 1960s we find Stephen Spender writing a sonnet on the Berlin Wall. Then he thinks he will do a second sonnet "sealed at both ends", and he gets himself the form, but there may be a misprint or wrong transcription here: "AA BA BA BA BA BB" and he tries a few lines which turn out to be "very bad". Not surprisingly, in my view, Spender has set himself the task of writing a sonnet with only two rhymes in it albeit his form appears to have only 12 lines. The difficulty of writing about the Berlin Wall itself is quite sufficient, without his adding to his problems in this way.

He goes on to reflect on: "Usual torments of writing poetry (a) neglecting my prose book, (b) my utter incompetence technically and lack of certainty about form I want, (c) lack of ability to invent anything of pure imagination dependence on event, (d) divorce between the life I live and the poetic life which I conceive of, a life identical with the subjects of my poems, (e) have I the right to write a sonnet about Berlin - do I really care?"

Now if we were to take all this self-criticism at face value, we would be obliged to say, if things are that bad, why shouldn't he be writing, and certainly you should not be teaching creative writing. Give it up. Stop tormenting yourself. As it is, Spender clearly looked at what he had just written and had a change of heart:

JOURNALS 1939-1983
By Stephen Spender
Faber, £15COLLECTED POEMS
By Stephen Spender
Faber, £4.95

Answer: this is my existence even if I am bad at it, I am committed to finding out how bad I am in performance and sensibility. Also I do believe I do have an existence and it is poetry.

The first extract says in essence: Oh heck, I'm not a poet, never have been, never will be. The second says: I bloody well am a poet, poet is all I am, and anyone who says otherwise can step outside. I prefer Spender in the second mood.

It's not that one wishes to withhold reassurance from the man. Everybody needs reassurance from time to time. But what puts one off supplying the reassurance asked for is the suspicion that uncandid techniques are being used to elicit it. Disarming frankness is a very nice quality, (which Spender very often displays to good effect). Disarming frankness is not a nice quality at all. It is, to use a favourite Auden word, "naughty". And Spender is quite often quite naughty. Actually, candid naughtiness can be quite attractive; uncandid naughtiness not.

I liked the moment when Spender was offered his knighthood. "Although I've all too



often said I would never accept this, when I got the letter I realized at once that I would do so." This is candidly naughty, but the sentence continues, "both for myself and for Natasha." That's uncandidly naughty. Leave Natasha out of this. Proceed, Sir Stephen: There are those I respect for despising such things - they are the best. But there are

many who don't despise them, and in their eyes this will be the equivalent of five or ten years taken off my age. Also there comes a time when one craves for recognition - not to be always at the mercy of the spite, malice, contempt - and perhaps even the just dismissal - of one's rivals. I feel pegged up in some way, given a shot in the arm.

There is in this passage a marvellous chiaroscuro of candour and uncandour. The moment when Spender says he is fed up with people's contempt and spite strikes me as truthful, and it is not something we have heard too much of in the rest of the volume. But those who are good at telling stories against themselves tend to lead a troubled life if you do yourself down on the assumption that people will love you nevertheless, despite everything, it can be disarming to find that not all the world does in fact love you. Some of Spender's best stories are against himself, and he closes his diary entry for this particular day with another of them:

On a channel crossing when I was 17 I sat on a deckchair next to Sir Henry Newbolt. He was very kind to a scrawny schoolboy and we discussed poets we admired. He mentioned the name of some poet - I forgot whose - and I said, "Well, I can't like the work of a poet who has a title." A gasp with the power to raise a ghost.

Beerbohm would have illustrated this scene perfectly.

There is a very interesting passage on page 356 where Spender asks himself whether he really did like Auden (about whom he is always interesting in this volume - but this particular occasion seems especially revealing). He says that Auden thought of him as a Holy Fool. "I was so tall, he once told me, because I wanted to reach heaven. I wanted really to be a saint." He had been so contemptuous of one of Spender's pamphlets that Spender had done his best to retrieve and destroy all copies. Spender is sure that Auden respected his "utter vulnerability and openness". He had accepted him into an elite of writer-friends, and this had clearly meant everything to him, although "when a friend forms an idea of one when both he and you are very young and retains the same attitude throughout one's life, one feels a bit resentful." Finally he thinks

Auden came to be jealous of the fact that Spender had a family. The impression given is that it was Auden who set Spender up as a joke figure - this is the cause of the resentment. One must add, though, (not that this changes matters) that people can only be set up in this way if they collude in the operation. Certainly Spender had been capable of writing and publishing some eminently mockable lines. There was a poem that began:

O night O trembling night O night when my body was a rod O night When my mouth was a vague animal cry Pasturing on her flesh O night

O heck O heck. This has not been reprinted. Much has been cut and much revised in the latest *Collected Poems*, which replaces the 1955 volume. The most interesting revision inserts this story into the poem "To Manuel Altolaguirre".

For example, in *Valencia*, of the funeral of your uncle, the great general.

With downcast, sober eyes, you saw your aunt Dressed in black from head to foot, kneel down in front of the great coffin where her husband lay

In uniform, his medals on display. Then, from your corner of the room, you saw A troop of ants set out across the floor

And climb a table leg. The nearest corner of the coffin, Passing diagonally right through it

Out at the corner opposite And down that table leg, each with A morsel of the general in its teeth.

And then you saw your aunt rise from her place Leaving behind a small black pool, her drawers As final tribute to her husband's wars.

Erotic force of French prize book

How quickly the heady hype of Bookers dissolves as the literary year totters towards its nadir. It's as if every publisher bar one limps back to his lair, smirking at the injustice of it all. But how to be avenged, and on whom? Turning for solace to the completed manuscripts which will bring in next year's profits, they resolve that an ungrateful world will see nothing of them - until cash flow considerations dictate otherwise.

A fantasy of course. Books continue to be published, and if none of this week's pile of new fiction springs up from the table to demand lead title status, then the wise literary hawk turns to others for a view on where credit is due. The judges of the 1984 Goncourt Prize must presumably have found plenty to admire in Marguerite Duras's most recent book. So too the French book-buying public, who turned the winner of their most prestigious literary award into a considerable best-seller.

It is difficult however to see *The Lover* doing as well this side of the Channel. Not that it loses in translation. Barbara Bray has done a remarkable job. The tone of this account of the love affair between a rich young Chinese and the 15-year-old daughter of an impoverished French teacher working in Indochina in the early nineteen-thirties is relentlessly claustrophobic. The story is told partly in retrospect (the girl grows up to become a successful writer in Paris) and occasionally in the third person. Neither device opens up the perspective, however, since to do so would have diluted the intensity of the feelings recalled: the conflict between the xenophobia of the girl's family and their eagerness to cash in on the despised Chinese wealth, the girl's inability to reconcile what passes between herself and her lover with the day-to-day concerns of her school life in Saigon, and dominating all, the erotic forces she can neither comprehend nor control. A book perhaps to acclaim rather than enjoy, but one which I suspect will repay a second reading.

This is certainly true of the short stories in John Fuller's latest excursion into prose. When I read a couple of them as free-standing magazine pieces, I found the adventures of Mr Fuller's Young-Fogey philosophy-don hero precious to the point of tedium. Happily the whole is funnier than the sum of its parts, though I'm not sure how much sense it will make to those unfamiliar with Oxbridge college life. But then none of the still legion admirers of P. G. Wodehouse can have any experience of the world he writes about, and Mr Fuller's stories have more than a passing affinity with the tales of Mr Mulliner.

Speedfall is a very Wodehouseian figure, full of good intentions which are forever being frustrated by the people he is anxious to help, and the constant victim of demanding relatives - more often an imperious uncle than the posse of aunts who make life such hell for The Master's heroes. The menace at St Patrick's College is provided by old members, former fellows, a marauding anti-feminist with the sexual fanaticism of a blast furnace, and a team of visiting Mongolian gymnasts. A more affectionate observer of our ancient seats of learning than Mr Tom Sharpe, John Fuller seems to have tapped a rich vein of humour.

Ever vigilant for signs of journalistic enterprise, I am delighted to report that the Mirror Group's Mike Molloy is developing a promising second career. *The Black Dwarf* owes more to Buchan than Deighton, but it's a neat, often exciting attempt to clear up one of World War Two's nastier pieces of unfinished business.

FICTION

John Nicholson

THE LOVER
By Marguerite Duras
Collins, £7.95THE ADVENTURES OF SPEEDFALL
By John Fuller
Salamander Press, £9.95THE BLACK DWARF
By Michael Molloy
Hodder & Stoughton, £9.95

Indiscreet Saint versus Philistines

Hugh Montgomery-Massingberd

MIDWAY ON THE WAVES
By James Lees-Milne
Faber, £10.95

Crichel Boys, and the temperamental old car (which "has been rebored, whatever that means"). Lady Cunard dies and Mr Lees-Milne grows tired of parties. There are tirades against obstructive bureaucrats, and waspish vignettes of such figures as Cyril Connolly (who congratulated Alvydine upon becoming a Viscountess after the death of her father-in-law), Godfrey Winn ("minces like a harlot"), the "minutely" Clementine Churchill and the "not attractive" David Carr.

With its beautifully written mixture of self-deprecating irony, succinct architectural descriptions, historical anecdotes, philosophical and religious ruminations - not to mention the joyfully candid, tasteless and indiscreet gossip - the latest volume is as endearing and enjoyable as its predecessors. What sets Mr Lees-Milne apart from the other leading social diarists of the 20th century, "Chips" Channon and Harold Nicolson, is his happy lack of interest in politics - or rather politicians, that ineffably dreary breed.

There is nothing finer in the Lees-Milne diaries than his powerfully romantic vision of the squireship struggling to survive against impossible odds. He shows the true "heritage" worth of their dim family seats as well as the glories of the over-familiar stables. If Mr Lees-Milne is not to receive any temporal honour ("Lord Jim"), one can only conclude that Lady Colefax was probably right to suggest that he is a saint.

God seen as Oriel senior common room

Nicholas Lash

THE DIVINE TRINITY
By David Brown
Duckworth, £24

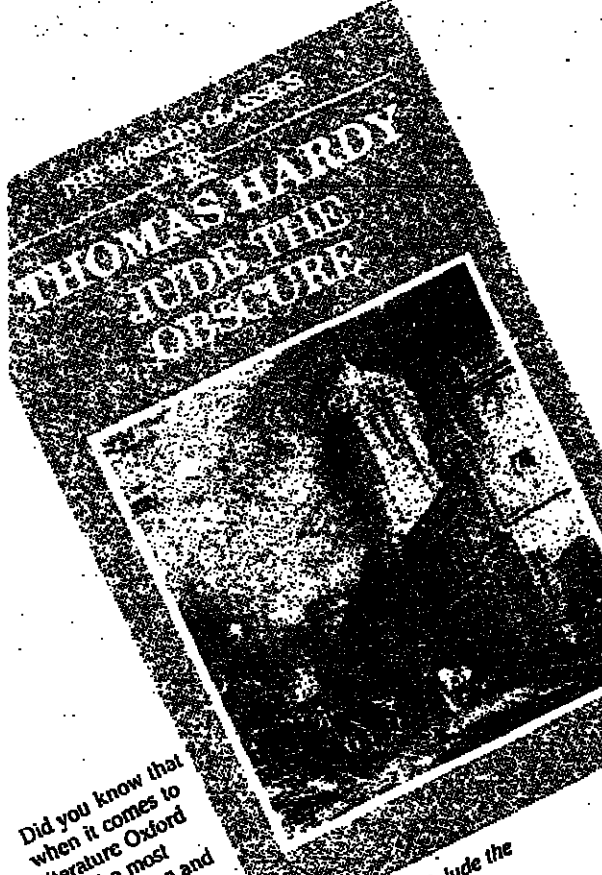
and powerful entity called "god". If you think that God never punctures the membrane, you are a "deist", and the conversation is broken off. If, however, you allow that God may puncture the membrane from time to time, then David Brown will take you on a tour past sites marked "miracle" and "religious experience". We might call it "close encounters" theology.

The general account which, on this basis, is offered of God's trinity is as follows. God is three people outside the world, people more like us than we are like rabbits, for "man and God share their most significant features in common: if you prefer, a 'genetic' or 'self-emptying' account of incarnation, you will suppose there was a time when one of them went slumming, leaving "the other two persons in full charge" of "the running of the universe". Brown prefers to think of these people as a "family", rather than as a "committee", because they display "such a strength of common purpose". So much so that, while one of them was away on sabbatical the other two took a lively interest in his fortunes, for "it does seem a reasonable expectation that the other persons of the Trinity would exhibit some interest in the fate of the person from their number who had become a man".

I am not sure what to make of all this. It does not sound much like theology, or philosophy. Perhaps it is science fiction. And where has it come from? I have an idea. David Brown is a Fellow of Oriel College, Oxford, and his description of God reads like an idealized picture of the Oriel Common Room. I wonder what some of his predecessors would have made of the suggestion that the creation and redemption of the world was the primordial Oxford Movement?

The enterprise is ambitious, the argument refreshingly unfeasible. But a price is paid for the neglect of grammatical considerations. There is thus much strange talk about the "divine nature" of Christ "experiencing" things, or having "a total perspective on pain". People experience things, so do animals, but "natures" are not "experiences". The general set-up is familiar. The "world" is enclosed by some kind of membrane. "Outside" the world there lies a large

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Riff-raff of the second oldest game

William Jackson

THE NEW MERCENARIES
By Anthony Mockler
Sidgwick & Jackson, £12.95

Mercenaries - the second oldest profession - have rarely had a good press, but they can be good, not so good, or downright awful, depending upon your point of view and on the circumstances of the day. The same men can be seen as saviours by one side and vermin by the other; and success often makes them heroes while failure turns even the best intentioned into criminals.

At the acceptable end of the mercenary spectrum there are the Pope's Swiss Guard and the British Army's Brigade of Gurkhas. Anthony Mockler's *The New Mercenaries*, however, deals with the less reputable end of the scale, which is populated by unscrupulous soldiers of fortune and the riff-raff of the military underworld, loyal only to themselves and treacherous to others.

Mockler, a historian by training and a journalist by profession, catches the reality of this clandestine world. As *The Guardian* correspondent specializing in mercenary affairs, he was an eye witness of many of their actions; knows most of their leaders and employers; and has attended the show trials of those who failed.

Perhaps the most intriguing aspect of Mockler's book is the

alleged complicity of the French and South African Governments in specific mercenary ventures, and the major role played by ex-members of the French Foreign Legion, itself one of the acceptable mercenary forces. Many of the earlier mercenaries in the Congo came from the 1st and 2nd Parachute Regiments of the Legion, which were disbanded for their part in the abortive 1961 *putsch* against de Gaulle in Algiers. Most of the leaders were ex-officers of these regiments, who created efficient mercenary units loyal to their employers.

The same cannot be said of the small body of British mercenaries in Angola, led by Callan, whose principal subordinates were, like himself, men who had been dishonourably discharged from the British Parachute Brigade. They gave themselves the trappings of commissioned rank without possessing its qualities. Unlike the French, Rhodesians and South Africans, they proved to be a treacherous bunch. Their story makes unpleasant reading, ending as it did in the death sentence for Callan for the murder of some of his own men.

By contrast, Denard's coup in the Comoros and Hoare's attempt in the Seychelles were model mercenary operations. Denard's Frenchmen reaped the rewards of victory: Hoare lost through a minor error by one of his men who went through the "Red" instead of "Green" Customs channel at Mbe airport. He paid the penalty with a 20 year sentence in South African prisons from which he was released in May this year.

Christmas Books: extra on St Andrew's Day

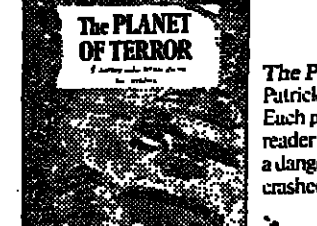
When Calder defected to the USSR he felt sure that the secrets he carried would protect him from any KGB 'accidents'. And they did, for a while...

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THE TIMES DIARY

Safety catch

Peter Morrison, Minister for Trade and Industry, en route to Manchester for a government meeting, owned up at the Heathrow shuttle check-in that he was carrying two double-barrelled shotguns, for a spot of sport up north. British Airways refused to have the guns on board, and he ran off to dump them with his chauffeur. Alas, the ministerial car had gone. Morrison raced back to Terminal 1 to explain. No problem, said check-in: take the guns to Left Luggage. With only minutes before take-off, Morrison breathlessly instructed his private secretary to queue for his ticket, while he legged it to Left Luggage. Sorry sir, said Left Luggage, we don't take guns. Near hysteria. Morrison dashed back to check-in, where his private secretary was being told: "We don't care if he is a minister, he must get his ticket in person." Finally BA agreed to take the guns for the day. Great, said a despairing Morrison. Tough, said BA check-in: the plane is now full.

State of the art

Sir Roy Strong, director of the Victoria & Albert museum is a man of many parts. He and Sir David Piper, the retired director of the Ashmolean Museum, have been taken on to advise the Weiss Gallery, which hopes to open soon in Mayfair. Art sources suggest a possible conflict of interest for Sir Roy, as a public servant, making himself available as an expert to a commercial gallery. When I put this to Sir Roy he said he "had not been paid a penny," that any conflict of interest "would be most improper" - and that in any case he existed and that Sir David was the adviser. Odd then to read the Weiss prospectus which boasts a full c.v. of Sir Roy, billing him as an art adviser. His contract, described as an "ad hoc" one, is listed on page 28. If he missed it, Sir David meanwhile said: "I trust I will be paid."

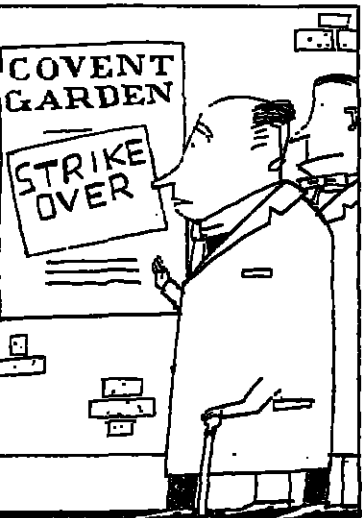
Royal sidestep

The Princess of Wales's attendance at the Birtwright Ball at the Royal Albert Hall tonight was ensured not without first negotiating some tricky problems of protocol. Birtwright is the appeal arm of the Royal College of Obstetricians, whose patron is the Queen Mother. An invitation to Diana, it was thought could appear as a slight to QM. Finally word filtered through from Clarence House: the Queen Mother has had a brainwave - why doesn't Birtwright approach the princess to become patron?

V for vanquished

Liverpool's Militant leadership were last night organizing a victory party - to celebrate either bankruptcy or their defeat at the hands of Labour moderates who have cobbled a face-saving £3 million rescue package from other Labour-controlled councils. The deal is expected to be announced, after months of huffing and puffing, at 11am today, a Labour source tells me. The party follows in Liverpool in the evening, anyway.

BARRY FANTONI



"Thank heavens: I was beginning to miss the sleep"

Lambeth talk

A game of musical chairs was being played in deadly earnest last night by Lambeth Labour activists, with Ted Knight's political future in the balance. The controversial leader of Lambeth council was not shortlisted as a candidate last week by his own ward, Ferndale, for the forthcoming council elections. Since then arms have been twisted furiously. A letter was sent to rebels from the Lambeth Labour party: "In the interests of the working class in Lambeth, you should stand down. Meanwhile the three black women councillors who beat Knight on to the Ferndale short list - Linda Kellos, Amelinda Inyang and Sharon Kinn - have all dropped out, claiming better offers from other wards. Ahead of last night's meeting, therefore, Knight had a fighting chance of selection once more."

Age of dissent

A vigorous defence of the present minimum age for MPs (21) comes in an amendment by three Tory backbenchers, John Stokes, 68, Anthony Beaumont-Dark, 53, and Peter Bruinvels, 35, to a Commons motion calling for the age to be lowered to 18. At least, I think it is a defence. Their amendment ends: "There might be a good deal to be said for raising the age to 30 to avoid the House from having to suffer whizz-kids."

PHS

It's Kinnock out of step

by Ted Grant

If Neil Kinnock wants a serious discussion on his political differences with *Militant*, he does not have to stoop to abuse and threats from a public platform. Such tactics can only cause untold damage to Labour's electoral prospects.

The crude attempt to present the party's Marxist wing in a sinister light, regurgitating all the old nonsense about "conspiracies" and "secretive organizations", will cut no ice. The right-wing "Solidarity" group has an organization with members and policies different from those approved by the Labour party conference. Yet only *Militant* is singled out for attack. Why?

The reason has nothing to do with organization, but everything to do with ideas and policies. *Militant* has never made any secret about its support for the ideas of Marxism. We defend genuine socialism represented by Clause IV Part Four of the Labour party's constitution. How many of those right-wing Labour MPs who applauded Neil Kinnock's outburst at the party conference can honestly say the same?

It is said that we advocate "impossibilist" demands. Is it really impossible to demand a job for every school-leaver? Or a minimum wage of just £115 per week? Or decent housing for all?

We live in an age when it is possible to put a man on the moon and perform technological marvels. *Militant* is not asking for the moon but only for the very basic conditions requisite for a decent and dignified human existence. If the present social order cannot guarantee even these, it

is high time it was changed and replaced by one which can.

Militant's only crime is to fight to defend jobs and services against the depredations of Thatcherism. And here the example of Liverpool is important, because it shows in practice the superiority of Marxism over reformism (more accurately, nowadays, counter-reformism - or reformism without reforms).

At the last general election, despite an hysterical smear campaign by the local media, Labour's vote went up by 2.5 per cent in Liverpool as a whole. In Liverpool, Broad Green, where Terry Fields stood as Marxist candidate, the seat (generally regarded as a Tory marginal) was won for Labour on a 4.5 per cent swing. This in the context of a resounding collapse of the Labour vote in the rest of Britain.

Since then, despite an unprecedentedly vitriolic campaign against Liverpool city council for its courageous stand against the cuts, Labour's support in the city has shot up from 45 per cent to 55 per cent. If this figure were repeated on a national scale, it would bring a Labour landslide of 1945 proportions.

The lesson is clear. If Neil Kinnock were to dedicate his considerable energies to attacking Thatcher and fighting to defend his class, instead of vilifying the left of his own party, Labour would by now be riding on a wave of popular support.

Militant supporters have always worked, and will always, to elect Labour candidates at local and national level. We will strive to ensure the victory of the Labour Party at the

general election, whether or not we agree with the programme put forward.

What *Militant* advocates is the idea put forward before the war by Attlee of an Enabling Act to nationalize the 200 monopolies, banks and insurance companies, with minimum compensation on the basis of proven need.

This is no "dogma" but the only practical means of mobilizing the wealth, manpower and resources of Britain on the basis of a democratic plan of production. Simply by putting the three million unemployed to work, enormous sums of money could be generated to renovate industry and the infrastructure of society, to increase productivity and raise living standards.

Nigel Lawson's recipe for the infrastructure is like trying to bale out the ocean with a tea-spoon. The "solutions" advocated by the Labour right are no better.

Marxism cannot be separated from the Labour Party, of which it is an organic part. The threats, insults and attempted witch-hunts merely confirm two things: first, that the right has decisively lost the battle of ideas and is incapable of answering the reasoned arguments of the Marxists; and secondly, that *Militant* is a growing force within the Labour movement, precisely because the ideas and policies which it defends are seen by an ever-increasing body of opinion within the movement as the only viable solution to the nightmare of capitalism in crisis.

The author is political editor of *Militant*.

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Stephen Aris on the hiving-off battle over Devonport and Rosyth



Would privateers leave the Navy marooned?

Everybody, including the present Civil Service management, agrees that the performance of the Royal Naval dockyards at Devonport and Rosyth leaves much to be desired. Productivity is low, absenteeism high and costs are rising. On one big submarine project at Devonport recently, nobody was to be found at work by 8am, the official starting time.

In the wings stand a number of commercial yards, situated in areas of high unemployment and hungry for work. But until recently, despite at least two official inquiries over the past 15 years, nothing had been done. Now, however, the Government has decided to act. If the legislation outlined in the Queen's Speech goes through - it is to be debated in the House of Commons next week - the dockyards will undergo their most drastic shake-up since the days of Henry VIII.

The Government's plan falls short of full-scale privatization. Under a scheme devised by Peter Levene, the former defence contractor brought in as Head of Defence Procurement, the Government will remain the ultimate owner and paymaster but will hand over the day-to-day running of Devonport and Rosyth to private enterprise. The starting date is 1987.

In effect, the yards will be franchised rather like hamburgers. Commercial firms will be invited to tender for a five- or six-year management contract and the prize will go to the lowest bidder. In this way, so Michael Heseltine, the Defence Secretary, has argued, the dockyards will for the first time be run by professional management and subject to a commercial discipline that so far has been lacking. About a dozen firms have expressed an interest.

The unions, predictably, are up in arms. But so too are many experts. The idea has already been criticized by two all-party Commons committees - public accounts and defence. Even the Government's own supporters are restive. One junior minister, Alan Clark, and a good number of Tory backbenchers with marginal seats in the West Country have expressed concern.

By any standards, the dockyards are big business. Devonport's managing director, David Johnston, may technically be a Civil Service under-secretary, but in fact he is in charge of a highly complex enterprise employing 13,000 people with an annual turnover of £277 million. Devonport is 14 times larger than any British commercial ship repairer; together the two dockyards have a turnover of £400 million.

But because they exist to service the Navy they are not obliged to show a profit. Their efficiency can be measured only by comparing present costs with the best that private enterprise might achieve. Such an exercise, involving two frigates and two submarines is now under way at Devonport and on Tyneside. The results, however, are not expected for some time.

The Ministry of Defence has said that its scheme will initially save between £24 and £26 million a year, rising to as much as £33 million after 10 years. These figures were

strongly challenged earlier this year by the defence and public accounts (PAC) committees.

The PAC questioned the accuracy and thoroughness of the ministry's costings and concluded that, after taking into account the £60 million cost of switching to commercial management, the overall saving might be as little as one per cent of operating costs well within the normal margin of error. What made the figures even more unreliable, the committee suggested, was that the firms themselves had not yet had the opportunity to inspect the dockyards at first hand.

The argument, however, is not just about money. At the heart of the dispute lies a genuine concern about national security. "The dockyards are not an ordinary commercial operation," says David Owen, leader of the SDP and MP for Devonport. "Their purpose is to serve the Navy 24 hours a day, 365 days a year. As the Falklands showed, they have to be prepared to meet any emergency, no matter what the cost."

During the Falklands campaign the yards delayed long-term maintenance work to prepare the task force. But would a private management, one witness from Rosyth asked the defence committee, be willing or able to do the same? Either the Navy would be told to take its ships elsewhere, he argued, or it would be charged a premium to

compensate for the disruption. Heseltine has answered this point by saying the contractor would be sacked. But by that time, his critics reply, the damage of delay to essential emergency repairs would have been done, and the complications and expense of terminating a six-year management contract would be immense.

It is also argued that private contractors might concentrate on highly profitable, long-term work, such as refitting nuclear submarines, and sub-contract low-margin, bread and butter business, so that the overall capacity of the yard would be reduced.

The Levene plan might seem a neat solution: the MoD and the Navy would retain overall control; the arrival of commercial firms would inject a healthy dose of efficiency and accountability; and, most importantly, the MoD would at a stroke be able to shed 20,000 civil servants from its books. It is easy to see, cynics say, why Heseltine finds the Levene proposals so attractive.

Critics maintain that the central weakness of the Levene plan is that responsibility for the operation would be divided, with government looking after long-term investment and the private contractor in charge of day-to-day management. Owen says this would be an odd way to run a business as large, as complex, and as capital-intensive as

the dockyards. It is not difficult to imagine a situation in which the interests of government and contractor might diverge. The government, for strategic reasons, might wish to inject long-term funds, against the contractor's wishes. The accountants Peat, Marwick, Mitchell, who have done a detailed study of the options, have pointed out: "With the limited period contracts, the contractor could have a greater incentive to run down assets rather than invest. Unless adequately compensated, the contractor would neglect those projects not showing a payback within the contract period." In other words, national interests would take second place to short-term commercial imperatives.

Owen believes a more sensible solution would be to keep the dockyards as a fully integrated business but reorganize them under a special trading fund which would give them the necessary financial and operational autonomy - a solution recommended by two previous enquiries.

Government, Owen suggests, would still provide the working capital but management would have an entirely free hand to set its own targets and devise the means of implementing them; the workforce would then be civil servants in name only, with Whitehall's administrative controls replaced by conventional commercial ones. The advantage over the Levene plan, Owen maintains, would be twofold: the yards would remain as an integrated and flexible business capable of responding to emergencies and essential continuity would be preserved.

Like any other large concern, the dockyards need to plan years ahead. But with the Government now recommending a management merry-go-round every five years or so, uncertainty has been built into the system.

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Commons TV: a narrow view abroad

As the question of TV coverage divides the House of Commons, broadcasters and MPs are looking abroad and examining how other countries have handled the relationship between television and their legislatures.

The most comprehensive study was carried out by Holli Semetko at the centre for TV research at Leeds University earlier this year. The report, for ITN, revealed that 26 countries have TV coverage of their legislative bodies, varying from ceremonial proceedings such as formal openings to full-scale live coverage of major debates and government committees.

The broad trend has been towards greater openness, with Britain and most other Commonwealth countries progressing at a considerably slower rate than others. Australia has covered formal openings of parliament since 1956, but only began to experiment with live coverage in 1974. This gradual inclination towards wider coverage resulted in something of a milestone in 1984 when the budget speech was

broadcast live for the first time. France, too, has moved gradually to a position favouring greater openness. Although cameras were allowed into the National Assembly as early as 1964, ministers' question time appeared on TV screens only in 1981.

Israel began TV coverage of Knesset proceedings in 1969 and initiated an experiment in the mid-1970s by transmitting a live eight-hour debate continuously. There was no escape from the onslaught by a flick of the switch, because the Israelis have only one TV channel. Since then, to viewers' gratitude, the authorities have exercised more discrimination.

Important debates have since been watched by almost the entire nation. The most recent was in 1984 over whether the Knesset should dissolve itself and precipitate a general election. TV ratings rose as the whips insisted that cameras concentrate on a speaker's head and shoulders. If this seems a strange request, one has only to remember that the Canadian legislature, like

our own, is frequently poorly attended: the arrangement conceals from viewers how few of their representatives might be in attendance at the time.

When it was discovered that gaps could still be seen over various shoulders, a further measure was introduced. MPs are now encouraged to sit behind the speaker of the moment so that an impression of a well-attended and busy legislature can be created.

As the Commons edges nearer and nearer to TV coverage, party activists should take heed of an unwelcome development. In the United States, some vain members of the House of Representatives have become so absorbed by their performances in front of the cameras that they have commissioned specially prepared video cassettes which compress into a couple of hours the highlights of their best performances. These are then reserved for favoured constituency workers as Christmas presents.

Mark Dowd

Ronald Butt

Making taxation fairer to all

Lord Stockton has reassured us that, as a good Conservative, he still in principle favours privatizing state-owned industries. His objection is only to the use of the proceeds to finance tax cuts. He is not so much against selling the family silver as in favour of using the proceeds to finance other kinds of capital spending by the state.

It would not, however, satisfy the expansionist principles of either Lord Stockton or the Labour Party (which is also against denationalization in principle) if privatization receipts were simply applied to state spending in a way that decreased the level of borrowing (eschewing tax cuts, too). For both, it is axiomatic that the way for a government to create jobs is to stimulate demand by borrowing more and spending more, even though they would disagree about the amounts. They would oppose using the money for belt-tightening - and, of course, the Government, in any case, is doing no such thing.

Nigel Lawson intends, in formal accounting, to keep public sector borrowing next year to about £3 billion, the same as this year's outturn. That, however, is after allowing for the proceeds of £4.75 billion from denationalization, with-out which public borrowing would have been about £13 billion.

The sale of these public assets is fully justified on the grounds that forcing them into the real world, competing for capital is the only way to improve their performance and efficiency. But the fact remains that their sale also allows the Government to accept certain politically inevitable increases in public spending without having to sacrifice its wish to bring down taxation.

In other words, it is to some extent reflationary. Even so, the Government is still not spending enough for its critics. They want more for the infrastructure (as much for demand-management as for better services), against which tax-cutting has no serious claims. They believe that, as an instrument of social justice, tax cuts are generally much inferior to higher public spending. That argument is false, and the Government must refute it. Ministers should start now openly discussing the facts of taxation, and sharing with us their views of an unjust tax structure which is, in particular, unfair to the lower paid.

It is wrong that every citizen should go straight into taxation at the standard rate, however little he earns, when his income reaches £2,205 if single and £3,455 if married. It should need no imagination to understand what that means for people earning (say) £5,000 or £6,000 a year, who have no remission for mortgage relief, no access to tax-free moonlighting, and whose loss of welfare benefits when they work destroys any significant differential between waged and unwaged income.

Their situation should be compared with that of the highest earners. Whereas the top rate of tax was once 80 per cent, the present Government has brought it down to 60 per cent. That, for familiar reasons, was a sensible decision.

Yet the Government could still look to high earners to help finance tax cuts for the low paid. It would be particularly right to do so in the present bonanza of high earnings in

the City, where young men are demanding and getting disproportionate salaries as analysts and dealers, and where transfer payments and golden handshakes are the order of the day. Mrs Thatcher no more likes high charging in the City than she has cared for some of the large wage awards which some company chairmen have given themselves. She knows it all sits ill with the moderation in wages generally, that the Government would like to see. Perhaps, too, she recalls the damage done to the Tories by the property boom of the 1970s. She should therefore act on her instincts.

In these circumstances, it makes no sense that the mortgage interest rates of top-taxpayers should be tax allowable against their top tax rate. The allowance should be confined to the standard rate. It is also absurd and unfair that a self-employed top earner with (say) £500,000 a year can put up to 20 per cent of his gross income into pension buying with the Inland Revenue paying 40 per cent of the bill. (The proportion for employed high earners can be higher.) It is inequitable that expensive cars should still figure in remuneration, even if part of the personal benefit is still taxed.

The system of business perks evolved when we had a penal and unjust top rate. Now that this has been lowered, the fringe benefits are no longer justified and should be withdrawn or progressively reduced above a given income level, the proceeds being used to help lower the threshold at which the poor start paying tax. Nothing would do the Government more good than this sign that it was as anxious to be fair in taxation as it is to be scrupulous in defining rational priorities for public spending.

Partly because of the delay in computerizing the PAYE system, but also because of difficulties the Government faces in reshaping the welfare system, there will be no overall reform of the tax structure in this parliament. But Lawson can still do more for the low paid than simply raise the threshold in line with inflation plus the occasional bit more. Privatization and the benefit from reduced perks together can provide the means.

Lawson may be tempted to operate simply by raising the bottom tax threshold in line with inflation (as he is legally obliged to do) and using the rest of his £2.5 billion - the amount he is assumed to have available - to reduce the standard rate from 30 per cent to 28 per cent. That is the simpler way. But raising the tax threshold by more than inflation-indexation gives the low paid the bigger advantage, even though it also helps tax payers throughout the income scale.

Thus a married man on £6,000 gains only £108 from raising the threshold in line with inflation and reducing the standard rate to 28 per cent. But if the whole amount is spent on raising the threshold, he gains £170. Higher up the income scale, however, the greater benefit is through the standard rate. If it seems that the threshold increase presents too much higher up, why should not the bands be adjusted?

At all events, Lawson has an opportunity to use his imagination on fashioning a fair as well as a stimulating budget next year. It would be a great mistake to miss it.

moreover... Miles Kington

The long arm of Murphy's Law

The 73rd Law of Thermo-Dynamics states that any postage stamp kept in a wallet for more than a week will become irrevocably stuck to the object next to it. Keith knew this law very well. He had one of the world's largest collections of removable stamps, many of them stuck to his driving licence. The policeman who had asked to see it was not amused.

"I asked for your licence, not your bleeding stamp collection", he snarled. "What are you - some kind of humorist?"

Keith, in fact, was some kind of surveyor. The chartered kind, actually. Well, since you ask, he was engaged in some work for the Duke of Keisno, who wanted some unique Pictish standing stones removed from his estate. They were standing just where he wanted to build a holiday home complex. He had hired Keith to dump them at dead of night in a neighbouring county belonging to some other duke. Keith judged that the policeman would not be interested in these details.

"No, officer", he said. "It's just that, according to the Law of Condensation, any adhesive in an enclosed space will spontaneously be activated even in the absence of moisture."

"It's the Law of Dangerous Driving I'm on about", said the policeman evilly. "Now show me your bloody licence."

According to the 16th Law of Police Behaviour, any policeman who starts swearing at you is not actually going to nick you for anything. He is just letting off steam. The one you've got to worry about is his colleague who behaves ever so sweetly and reasonably. (See 17th Law of Police Behaviour.)

"Steady on, Brian", said his colleague. "Give the gent a chance."

Oh Lord, we've got trouble here, thought Keith. He quickly opened out his driving licence, which promptly disgorged two expired railway tickets, a penny, a trans-parent Barclaycard receipt he had been looking for for ages, and several sheets of lavatory paper.

"Interesting example of the Law of Aggregation, there", said the "nice" policeman. "Any set of

objects kept in close proximity will show a tendency to creep into the largest object and be hidden when you really need them."

Keith gave him a grateful glance. Maybe he wasn't so bad after all. In which he had unwittingly broken the Law of First Impressions: first impressions are usually correct.

"May I ask why you are carrying around quantities of 'lavatory paper'?" said PC Brian.

"My father gave me some good advice once", said Keith. "He said I should always be prepared for an emergency by carrying round with me some lavatory paper, a piece of string, a corkscrew and enough money for a phone call."

"Father's Law, no doubt", said the "nice" policeman.

"Yes, it is the string and corkscrew, then", said PC Brian.

"Take it easy, Brian", said his colleague.

"Get stuffed, Waldemar", said PC Brian.

"Waldemar?" said Keith, amazed.

The "nice" policeman's eyes narrowed and he looked very nastily at Keith, who had just broken the Sacred Law of Nomenclature: never, never display surprise at other people's Christian names.

"Just a moment", said PC Waldemar. "This lavatory paper's got HM Government Property stamped on it."

"That's because I got it from a Ministry I visited last week", explained Keith.

"I am arresting you on a charge of stealing government property", said PC Waldemar. "It is my duty to warn you that..."

Keith had encountered the 21st Law of Police Behaviour, which states that if a policeman wants to nick you badly enough, he will find some law to do it under.

(Did you know that our daily life is governed by a set of laws as delicate, and rigid as anything in science? And that without a flourish of them, you will flounder helplessly through the world? If not, send now for a copy of the *Moreover Book of Life's Laws*, and don't be another Keith!)



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LEFT, RIGHT, LEFT

It would be facile simply to gibe at Mr Roy Hattersley for expediency in discovering the virtues of the market and offering his new vision of market socialism to the Labour party. Politics always work like this, and when a particular government, supported by public opinion, has illuminated some fundamental truths as vividly as Mrs Thatcher's has done, the opposition party has to come to terms with the change.

Politicians who have fought tooth and claw against the new reality somehow have to reach a kind of synthesis between it and their own creed. They must then try to persuade their followers to agree with them. Dr David Owen was engaged in this exercise when he went some way towards embracing Mrs Thatcher's "tough" economic policies, with the rider that Social Democrats were more "tender" socially. It is also what Mr Hattersley was doing this week in his Fabian Society lecture, when he tried to reconcile "democratic socialism" with the market, and declared that "in practice the Labour party understands and accepts that for a large proportion of the economy markets must determine price and the allocation of resources".

That, with due respect to Mr Hattersley's good democratic intentions is nonsense, even if it is gallant nonsense. Such is not the opinion or position of the Militants of Liverpool whose destructive policies have brought their city to the brink of chaos. Nor, more to the point, is it the position of the more significant and calculating hard left of the Campaign Group which is of much more importance in the Labour party than the self-condemning Militants. Yet if Mr Kinross were to become Prime Minister, he and Mr Hattersley would have to come to terms with a left-wing, hard and soft, to which most of Mr Hattersley's analysis is wholly reprehensible.

Mr Hattersley tried to get round such difficulties by admitting that, though in practice Labour accepts market determination for a large proportion of the economy, "most party members" will describe the operation of market forces in "wholly pejorative terms". They do not like market forces for responding to demand instead of to need and wants, and for reacting to the stimulus of the bank account and the cheque book. The alternative is seen to be state monopoly which, however (he concedes), will still create all the problems of inefficiency and potential consumer exploitation which are any monopoly's hallmark.

State monopolies in certain areas have their place in Mr Hattersley's scheme of things, but he does not accept them in general because his starting point

is that democratic socialism is about liberty, and that liberty requires a significant place for market forces. His way of escape from the dilemma that this poses for his party is to "abandon the confusion that social ownership and nationalization are one and the same". A socialist economy should contain a large number of autonomous companies owned by workers, consumers or monopolies, which are in "healthy" competition with each other, and with privately owned businesses.

At this point, listeners might have supposed that Mr Hattersley was advocating a new kind of syndicalism, on National Front lines which was genuinely free. But if so they were quickly disillusioned, for Mr Hattersley went on to acknowledge that such "socialist owners" might be as inclined as private owners to pursue their own ends rather than the public interest. Private and "socialist" owners alike must therefore be controlled and subjected to the national guidelines and ground rules "which a socialist government would lay down".

With that last phrase Mr Hattersley's whole edifice collapses. Quite correctly he acknowledges that a substantial market sector is necessary for a free society as well as for efficiency. It is also possible to understand Labour's preference for a state rather than a private monopoly. But what makes no logical sense is to subject the whole economy to what the socialist government "lays down" and to call the result market forces.

His attempt to adapt the idea of market forces to socialism, in the name of liberty, is destroyed by the elaborate edifice of planning, exchange controls, and the forcible repatriation of overseas capital (under tax sanctions) for which he is responsible. Funds will be directed not where commercial and economic considerations indicate, but where Mr Hattersley's National Investment Bank dictates. Ultimately, Whitehall, after hearing the evidence, will once again know best about investment, prices and wages. Though he concedes that the allocation of goods and the availability of services are inconsistent with a libertarian state, such allocation (even if the kid gloves of consultation are donned) is implicit in the system he himself is devising.

Mr Hattersley is impressive in admitting the danger to liberty of the pretensions of the state. Yet in his insistence that the market sector must be obliged to take part in "national macro-economic strategy" he gives the game away. Mr Hattersley's version of socialism is far too liberal for the extremists who are still so powerful in his party. But it is even more effectively undermined as a strategy by its own internal contradictions.

LIFE AFTER FRANCO

Ten years after his death, the Spanish have learned to live with General Franco. Some still mourn their country's loss, while others rejoice in his passing. But history has taken over from hagiography and the unemotional way in which most Spaniards view his tomb, amid his Civil War comrades and souvenir stalls in the Caudillo's own Valley of the Fallen, is a tribute to the healing powers of time.

It is also a tribute to the good sense of those who have followed him, particularly the King Juan Carlos - whose feeling for constitutional monarchy has been remarkable. "A new phase of Spanish history begins," he said in his first speech as king. It might not have carried on so well without him.

He has of course been lucky in Spain's choice of politicians, not least in Felipe Gonzalez, the present prime minister who was dodging Franco's police until 10 years ago. Since his comprehensive victory in the 1982 elections Gonzalez has shown himself to be a very moderate Socialist.

Monarch and politicians should also acknowledge a debt to the Spanish press. A new generation of journalists, some of whom trained or worked abroad during the Franco years, have built up with little trauma a lively and intelligent information industry consisting of numerous radio stations as well as newspapers. Madrid's *El Pais* and Barcelona's *La Vanguardia* are among the most modern and free-thinking papers in Europe - although circulations generally remain small by British standards.

Together these leaders of modern Spain have helped to father a society which is already hard to recognize from that which Franco dominated for 36 years. Petty restrictions have been swept away by reforming governments while laws enabling divorce and even abortion in

some circumstances have reflected the growing ascendancy of state over church.

Gonzalez himself wryly commented recently that Spain had become a country just like any other - with exactly the same worries over drugs, insecurity and terrorism. It is nostalgia for the old priorities of law and order which still makes some older people sigh for the less compromising regime they once knew. But few seriously yearn for a return - or fear an erosion of these new-found liberties.

Although the economy is generally considered buoyant with inflation down to 7.3 per cent - roughly half the level when the present Government came to power, unemployment is running at 22 per cent, among the highest in the West.

This has caused questions to be asked about how well Spain will be able to cope with increased competition when the country enters the European Community in January. Last year the country earned a healthy balance of payments surplus and Gonzalez has introduced an expensive restructuring programme for industry to improve productivity and eliminate waste. The fear among those who see difficulties ahead is that the medicine has been administered too late.

On the other hand again this is probably being over-pessimistic. The real significance of EEC entry must surely be that it confirms the country's rising status in the West. The Government has a referendum on its membership of NATO to complicate its progress in the spring and still has the terrorist threat from ETA. But ETA looks increasingly isolated and as for the referendum - it is generally thought that Gonzalez will win the affirmative vote he now wants.

Educational aims in South Africa

From the Ambassador of South Africa

Sir, I strongly question that Diana Warwick (November 16) can lay claim to extensive South African, black academic support for educational boycotts. I question more strongly the academic integrity of an organization that is prepared to judge and condemn the South African educational community in general, and the archaeological community in particular, on grounds of quite remarkably inaccurate information.

Contrary to Ms Warwick's statement about a permit system for South African university admissions, the permit and quota systems were discontinued in 1983. She states that only 10 per cent (actually 12 per cent) of English-speaking universities are made up of blacks, yet 50 per cent of black students are at the formerly all-white universities, and they make up an increasing percentage of the whole as their numbers grow and white numbers have reached saturation point.

University entrance is governed by such universal factors as standards required by university authorities, medium of tuition, choice of subjects and courses, and geographic convenience of institution.

Ignorance of facts is understandable in an organization that opposes interaction; to act on ignorance is grossly irresponsible. The AUT (Association of University Teachers) is in this instance clearly a victim of its own refusal to engage in exchanges, yet it persists in initiating educational boycotts.

Ms Warwick talks of the heroic opposition of some academics to the government. The following figures suggest a more impressive heroic achievement on the part of teachers of all races inside the classroom than of the self-approving ideologues outside:

1952: Number of black matriculants, 500, 19 per cent pass rate.
1983: Number of black matriculants, 82,449, 48 per cent pass rate.
1952: Number of black university student enrolments, 1,250.
1985: Number of black university student enrolments, 29,500.

It is, of course, much costlier merely to disapprove. Needs analyses and solutions require a more rigorous intellectual effort than the AUT, like Conrad's secret agent, is prepared to make.

Whether or not AUT involves itself in this educational challenge is immaterial to the South African Government, which is committed to black educational improvement partly because that is morally appropriate, and partly, as Matthew Arnold asserted, because it is a key to viable democratic power-sharing. We have got this far despite AUT opposition, and the impetus we have built up will carry us on.

Yours faithfully,
DENIS WORRELL,
South African Embassy,
Trafalgar Square, WC2,
November 18.

Future of Unesco

From Sir Anthony Williams

Sir, Having also been in Sofia for a small part of the Unesco general conference, as a member of the British National Commission, I must record my astonishment at the article by Ms Rosemary Wright on the subject, which you published on November 11.

To mention only a few of the inaccuracies I see in her article, the British role in Sofia was in no way a "rearguard action" nor were the modifications we put forward "last minute". Pejorative references to "small proportions" and "hopelessly fragmented" nature of our gains have as little solid base as assertions that, anyhow, "these modest proposals would not have achieved what British ministers want" or that "there is no guarantee that many of these reforms will be implemented".

Both Commonwealth and European Community concern over threatened withdrawal are perpetually downgraded against all the evidence, while poor M Jean Knapp is stood neatly on his head.

A good deal has, of course, gone astray in this international organization which the UK played so major a part in setting up. Indeed a succession of British governments and responsible ministers are open to criticism for having allowed matters to drift so long without exerting our considerable influence for good in the field of Unesco.

But the present Government is an honourable exception and, for anyone with the smallest experience of international organisations, the stringing of the Unesco pot which they have brought about in less than two years is an unprecedented example of what one member country can achieve by mobilising assets not just in the developed world but (pace Ms Wright) from all geographical groups.

The question whether the outcome of the general conference meets the British Government's requirements for considering their conditional notice of withdrawal is too complex and important to be dismissed, as Ms Wright dismisses it, in an unsupported subordinate clause. It may be that, politically, the target is intrinsically unattainable, at least within the time scale specified. But to write off as negligible what has, in fact, been achieved is, if I may say so, unworthy of your centre page.

Yours faithfully,
ANTHONY WILLIAMS,
Jollys Farmhouse,
Salehurst,
East Sussex.
November 11.

Getting the act together in N Ireland

From the Right Reverend R. W. Heaver

Sir, If the Unionist MPs for Northern Ireland should resign their seats in Parliament en bloc as a protest against the Anglo-Irish agreement signed at Hillsborough on November 15, a very clear and dangerous situation will arise that could all too easily result in still more violence and bloodshed. This must be avoided at all costs, so there is need for haste in finding a possible solution.

Let the leaders of the two main political parties - the SDLP and the Unionists - come together and talk about the consequences of future disruption, talk about the future of Ulster, putting Ulster's interests and peace first (indeed I would gladly offer my humble abode here as a venue for the meeting).

Then, perhaps, the two main parties could go a step further and agree to meet in official assembly at Stormont or elsewhere where the foundations could be worked out for the formation of a devolved government for Northern Ireland. If the SDLP say "Yes" to my invitation, I cannot see how the Unionists can say "No".

In my book, *Spare my tortured people*, which I wrote under the pen name Robert Cielow, pages 179 and 180, I suggest that the Northernists does not want to enter into the mainstream of southern politics and I go on to say:

This is true of many Ulster Catholics as well as all Ulster Protestants. To the writer's knowledge, many Roman Catholics do not approve of the sectarianism of the South and in order to dissociate themselves from it they would vote protestant.

If "green Tories" were to align themselves with a middle-of-the-road Ulster protestant party, and move with them in the same direction, it would be a gigantic leap forward towards the creation of a new and peaceful Ulster. It would literally mean the liquidation in a short time of the IRA and the banishment for ever of the bogey of sectarianism.

Protestants and Catholics in Ulster have common interests in the establishment of a just and tolerant Ulster. Whatever one may think of the Thatcher/FitzGerald Irish accord, the "discord" arising from it could remain with us for a long time and it is we, the Ulster people, who have to live with it, not Mrs Thatcher or Dr FitzGerald.

Ulster's troubles and Ulster's problems can best be settled by Ulster people.

Yours etc,
R. W. HEAVER,
Fardross, Clogher, co Tyrone.

From Dr N. Kapur

Sir, In your leader of November 19 you mention two of the demands of Unionist politicians regarding the Anglo-Irish accord, that there should be a referendum, and that Mrs Thatcher should address the Northern Ireland Assembly. You oppose the former demand and favour the latter.

It may, however, be worth considering the option of a referendum in more detail, perhaps in a form other than which first comes to mind.

Two sets of "rights" have to be respected in the present debate: the

right of the British Government to decide policy for a part of the United Kingdom which consumes considerable human and financial resources, and the right of the Unionist people to have a say in the form of administration in which they live.

A naive disregard for the latter, together with a clever propaganda campaign by loyalist politicians, helped to bring about the debacle which occurred in 1974. It might therefore be useful, if the situation on the ground in Northern Ireland were seen to deteriorate, to accede to demands for a referendum, but to have a referendum on the three main choices available: the present form of administration (including the Anglo-Irish accord), a united Ireland, or an independent State outside the United Kingdom.

If, as I suspect, these alternatives are the only ones which a British government would find acceptable, they would then be explicitly stated for all to see.

If, as I also suspect, the majority of people in Northern Ireland would, in a referendum, prefer the first option, then this would provide a suitable return to the salves of the Unionist politicians.

Yours sincerely,
NARINDAR KAPUR,
Wessex Neurological Centre,
Southampton General Hospital,
Southampton,
November 19.

From Mr Nicholas Bennett

Sir, When will Mr Paisley, Mr Powell and their colleagues realize that their intemperate language and accusations of "treachery" are alienating what little support remains amongst the citizens in the rest of the UK for the Union?

The other partner to the Union may wish to sue for divorce on the grounds of the unreasonable behaviour of the Ulster Unionists remain intransigent.

Yours faithfully,
NICHOLAS BENNETT,
16 Sharpling Close,
Galleywood, Essex,
November 16.

From Dr R. E. Lloyd-Roberts

Sir, Most people in Ireland - north and south of the border - want peace and certainly an early end to the present intolerable situation. One way of easing the situation in the whole of Ireland would be for the Irish Government in Dublin to lead the people of the Irish Republic in to the family of the Commonwealth, where they would be greatly welcomed.

Yours faithfully,
R. E. LLOYD-ROBERTS,
Longport House,
8 Longport, Canterbury, Kent,
November 18.

Woodland initiatives

From the Duke of Buccleuch and Queensbury

Sir, For some years your columns have featured healthy debates on the state of the countryside. It is surprising, therefore, that two recent initiatives of significance seem to have slipped past relatively unnoticed and unapplauded.

The Government's new "policy for broadleaved woodlands", with appropriate grants and guidelines to match, announced by the Forestry Commission in October, has now been complemented by the enlightened initiative of Timber Growers UK, representing commercial forestry interests, with the launching last week of "The Forestry and Woodland Code".

Together, these two realistic responses to anxieties over the deteriorating state of the landscape and the wildlife which will halt or, hopefully, reverse current trends.

At the same time, the achievement of an environmentally well-balanced result must depend upon having an economically viable forestry industry as a whole. This in turn has to

recognise the indispensable role of coniferous softwoods.

The TGUK shows how, with skilful planning and management, much-maligned conifers can greatly enhance otherwise desolate and blasted hillsides, restoring some of the wildlife shelter ruthlessly destroyed by man over the centuries.

The silvery blue of Sitka spruce and the pale green-gold of larch, mixed with a few birch and Scots pine, can compete scenically with any broadleaved plantation, especially on land too inhospitable for the survival of hardwoods in economic or silvicultural terms. Indeed many of our most breathtaking national beauty spots owe their beauty to their conifer clothing.

With such attitudes and policies as are clearly evolving, few conservationists, unless over-conservative, should be alarmed by the unavoidable trend of increasing afforestation.

Yours faithfully,
BUCCLEUCH,
The Living Landscape Trust,
Boughton House,
Kettering.

Spreading apple tree

From Mrs Helen Ellison

Sir, In the 1930s we lived in a house in Northamptonshire which had an orchard planted by Earl Spencer's estate agent, who was a specialist on apples.

It was so planted that we had apples the whole year round, starting with "Early Victorians" in August and ending with "Orleans Reinette" - a Canadian variety - the following July.

Yours faithfully,
HELEN ELLISON,
Dancer's Cottage,
Whittington,
Nr Cheltenham,
Gloucestershire,
November 17.

Cambridge English accepts challenge

From Professor Anne Burton and others

Sir, Although it is exasperating, in the middle of a busy Michaelmas term, to have to notice journalism of the kind represented by "The Cambridge faculty of musical chairs" (November 15), the accusation of "apathy" and "sourness" in our "once-revered centre of English excellence" cannot be allowed to pass unanswered.

If the English faculty is enjoying a period of stability after the MacCabe affair should this be a cause for complaint? Is it now deemed newsworthy that there are no aggressive controversies to manufacture news from?

Cambridge English has always been distinctively responsive to changes in the intellectual climate. Literary studies are in a state of creative flux and the faculty reflects this in the variety of voices and positions it accommodates.

For your contributor to characterise an important and complex debate by quoting a scattering of disgruntled asides and high-brow witticisms is for him irresponsibly to misrepresent the situation.

He is wrong about the neglect of syllabus reform (a broadly based committee is considering it now) and imperceptive about lectures. That certain lectures attract small audiences while others are packed is inevitable in a faculty which offers a large range of options and approaches to its students.

Special subjects within the tripos may be studied keenly and rewardingly by a few, and a system which did not permit such work, given the excellence and enthusiasm of our students, would be at fault.

Professors leave faculties for many reasons, among them family circumstances. Recent departures from Cambridge are not to be explained by simplistic gesturing about "a crisis of confidence". We note with concern that distinguished scholars from many arts faculties have been attracted by early retirement and by American salaries and research facilities.

Measures necessarily taken to limit the effect of cuts are causing serious damage here, but it is not a specifically Cambridge phenomenon.

It is true that schools - again in part because of the cuts - are finding it increasingly difficult to prepare pupils for the rigours of a university course in literature. This is a problem which faces English faculties throughout the country. As a centre of excellence, Cambridge has maintained its standards and expectations. Far from "apparently less reading than ever being done", the result has been more reading, in less time, under greater pressure.

One day, finally, "urges student applicants to consider Oxford". It is never hard to find isolated instances of disaffection. We can think of more than one Oxford colleague inclined to praise Cambridge English over their own. Valuable work is being done in faculties up and down the country; Cambridge English is as vigorous as ever.

Yours faithfully,
ANNE BARTON (Trinity College),
GILLIAN BEER (Clinton College),
JOHN BEER (Queens' College),
HEATHER GLEN (New Hall),
PETER HOLLAND (Trinity Hall),
JOHN KERRIGAN (St John's College),
WILBUR SANDERS (Selwyn College),
C. SPEARING (Queens' College),
JOHN STEVENS (Magdalene College),
Trinity College,
Cambridge,
November 15.

Uneasy lies the head

From Mr K. H. Shaw

Sir, In recent years, while taking touring holidays in this country, I have found that fewer and fewer hotels, boarding houses, inns and even farmhouses offer their visitors the comforts of a feather pillow.

All too often the weary traveller must rest his or her head on a block of plastic foam or, worse still, a bag of shredded carpet underlay.

Unlike the feather pillow, which yields itself to the contours of the sleeper's head, neck and shoulders, the synthetic variety refuses to take on any shape but its own, despite night-long punching, shaking and pummeling by the user.

Sir, can anything be done to stop the rot, before Pilla-Filla replaces the feather for ever?

Yours sincerely,
K. HELEN SHAW,
46 Abbotbury Gardens,
Eastcote,
Pinner,
Middlesex.
November 18.

Public works costing

From Lord Aberconway

Sir, I would like to see a simple analysis by a recognised economist of the nature and extent of public works that could be carried out at the expense of the Government with acceptably minimal inflationary pressure, and further, how much of such work could be paid for by forgoing one or more pennies of the projected reduction in the income-tax rate, and how many new jobs would be created for every penny thus forgone.

Many of us, I am sure, would willingly, in such a cause, and with knowledge of the figures of cost and of employment, accept a lesser reduction in the income-tax rate in the next year or two. The work, too, would be an investment for the future. And I cannot help feeling that such action by the Government, with the motives and the back-

ON THIS DAY

NOVEMBER 21 1874

The Dutch navigator Tasman discovered the islands of Fiji in 1643. In the early 19th century it was a haven for shipwrecked sailors and deserters; later, traders settled there. Tribal warfare was rife until October 10, 1874, when the islands were unconditionally ceded to Britain. On that day in 1970 they became independent and a member of the United Nations.

THE ANNEXATION OF FIJI

(FROM A CORRESPONDENT.)

Before this letter reaches London, readers of *The Times* will doubtless have learnt by telegram that Sir Hercules Robinson has brought to a satisfactory conclusion the delicate mission with which he was entrusted by the British Government. The negotiations with the King lasted only five days, and everything went with the utmost smoothness. . . . It was arranged that his Excellency should land publicly to meet the King on the following afternoon. Cakobau had arrived in Levuka from his island of Bau the previous afternoon, and was in readiness to receive his distinguished visitor.

An interval occurs before the arrival of his Excellency, and there is time for a glance at the various groups. In the middle of the quadrangle a company of Fijian soldiers is being exercised by a white officer in the duty of presenting arms. The men's dress is a loose blue jumper like that worn by the Chinese, and a yard of white cloth, called a sulu, round their loins. They are familiar with the exercise, and go through it with commendable promptitude. Occasionally a string of men and women clad in a much closer imitation of the summer garb of Eden fit by, bearing numbers of ready-busked coconuts, lead baskets full of whole and the general appearance of the Fijian cuisine. These things have been requisitioned by the King after the manner of a Chief on a visit, and they will shortly be deposited in his house. The merry files trip along, the various sections of the flat of the House of Lords "dramatic" will not be tolerated, and had they heard it, quite incapable of appreciating the promised relief from a service to which they have been inured from the earliest hour of infancy. Scattered around the space between the buildings and the sea are various native groups waiting with a wondering expectancy for the arrival of the great Chief who they know is the Ambassador of the Queen, and who they believe will presently burst on them in a blaze of crimson and gold. There are Chiefs in broadcloth, Chiefs in Crimean shirts, Chiefs in the "dramatic" of the House of Lords, and Chiefs almost like Hans Breitmann's maiden "mit nodings on", and Chiefs clad in white tops, "mystic, wonderful". But what is much more interesting is a group of pretty Samoan girls, who have come from those more favoured isles where the complexions are light, the manners gentle and winning.

Cakobau conducted himself with dignity throughout the proceedings, and was thoroughly self-possessed, though it was apparent that he felt pleased and honoured in receiving a visit from the Ambassador of the Queen. He was in the habit of wearing a white waistcoat, on whose buttons front a gold watch-chain gleamed resplendent. He looked very well, but a Polynesian in broadcloth is but a sorry burlesque. In his native attire there is no grander-looking savage or more representative of the warrior chiefs of romance than Cakobau. In fashionable habiliments he looks like a respectable old nigger, hurriedly dressed from a second-hand clothes-shop - a veritable "king of shreds and patches". He wore boots with enormously high heels, and a tall white hat. As he walked up the jetty with Sir Hercules, his boots gave evidence of the desperate struggles he had made in thrusting his unaccustomed feet into them. The high heels threw him forward on to his toes - those prehensile toes with which in his youth he nimble ascended the cylindrical stem of the coconut tree, and now safely crosses slippery stones in the shallow stream or on the steep hillside which would be fatal to a man whose feet were shod - and the majestic gait of the noble savage was thus marred by the clumsy shuffle. Royalty with bunions is not impressive. Ratu Savanava, the King's half-brother, appeared in native costume, and made the most handsome figure among the Fijians. Prince Joe's early acquaintance with European dress and manners was his to feel quite at home in tight-fitting garments. It was a strange scene altogether to see a man who but 18 years ago was the most terrible criminal that ever disgraced humanity sitting in familiar converse with the illustrious representative of Queen Victoria. When it was all over, what appeared to have struck Cakobau most was the circumstance that while men receive a great Chief standing. He said with a significant air, alluding to the native custom of entering the presence of Royalty on all fours, "I should like to see any man stand before me." The native populace were disappointed in the great white Chief. They had expected that he would be accompanied by much pomp and circumstance instead of which there was only an English gentleman in walking dress, with a very small retinue. . . .

One day, finally, "urges student applicants to consider Oxford". It is never hard to find isolated instances of disaffection. We can think of more than one Oxford colleague inclined to praise Cambridge English over their own. Valuable work is being done in faculties up and down the country; Cambridge English is as vigorous as ever.

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Sir, can anything be done to stop the rot, before Pilla-Filla replaces the feather for ever?

Yours sincerely,
K. HELEN SHAW,
46 Abbotbury Gardens,
Eastcote,
Pinner,
Middlesex.
November 18.

Good question

From Mr M. R. G. Spiller

Sir, I note from your edition of Monday, November 18, that the "Ferocity of Kremlin's language augers ill" (p.9). Is this *The Times's* most biting headline, or do you, Hamlet-like, simply defy augury?

Yours faithfully,
MICHAEL R. G. SPILLER,
University of Aberdeen,
Department of English,
Taylor Building,
King's College,
Old Aberdeen,
November 19.

FINANCE AND INDUSTRY

Executive Editor Kenneth Fleet

Beware America's tough guys in cosy City

Now that the date of the Stock Exchange big bang has been fixed - it will be October 27 next year - some of the biggest players are turning their thoughts from preparation to the potential problems.

Sir Martin Jacobson is deputy chairman of Barclays Bank and the man in charge of the massive merger of Barclays with stockbroker de Zoete & Bevan and stockbroker Wedd Durlacher. Yesterday he voiced his personal fears about British competence in the brave new world after the big bang. At a conference ostensibly concerned with computers in the City, Sir Martin gave a warning that City firms are not used to managing risks in a way that the newly-merged businesses will face.

Brokers are agents, and therefore averse to risk. Banks take some risks on foreign exchange, but tend to take a turn and not a position, and their lending does not usually endanger the integrity of their capital base. (As he did not add: except in cases such as Johnson Matthey Bankers). Jobbers, he conceded, know something about risk taking.

The danger of inexperienced management is real and should not be underestimated, Sir Martin said, pointing out that competitors, particularly from the United States, are highly experienced risk takers. He gave the example of the paltry profits to be made in the US bond markets unless inventories are positioned correctly.

Sir Martin had other thoughts of a slightly gloomy nature. He questioned whether a newly-constituted City market with £500 million of capital behind it instead of the old £100 million would create enough business to remunerate that capital, at least in the early days after the big bang.

He also thought that Britain would go the way of the US in the raising of new capital. That is, he foresaw, less deeply discounted rights issues and more bought deals, meaning higher risks to the underwriters, with higher costs to the issuer of capital balanced by new advantages.

Other potential disadvantages he mentioned were the decrease in liquidity in second and third line stocks and the disintegration of a central market.

Such disintegration is precisely what Sir Nicholas Goodison, chairman of the Stock Exchange, most fears. He was also a speaker at yesterday's session. Sir Nicholas affirmed his belief in the necessity of a central market, but gave a warning that success in the international market is by no means guaranteed. The Stock Exchange is working hard "to ensure national and international markets will not wander off comet-like elsewhere", and is exploring reciprocal arrangements with stock markets in America and Japan.

The effects of it all may start to be apparent in a year's time.

Debt frustration enlivens banks

When Mr James Baker, the US Treasury Secretary, arrived in Seoul last month brandishing a plan to save the world from debt crisis, he was greeted with some suspicion. The informal meeting of international bankers which ended yesterday in Toronto demonstrated a change of heart.

Many banks outside the charmed American circle, from which the plan originates, were not thrilled at being asked to pump a further \$20 billion over three years into a shortlist of 15 deeply indebted

countries. But the Baker plan held out the prospect of unprecedented co-operation from western governments, the World Bank and the IMF. Now the banks are voicing their frustration at the lack of progress.

They had, for example, hoped for signs of support from the US Government through Exim Bank - the nearest equivalent to our Export Credit Guarantee Department. The World Bank is still deliberating its response.

The list of frustrations goes on, but the banks have now decided to move ahead themselves. The informal meetings so far held by the creditor banks are being formalized. At the same time, the banks are now returning to the theme that debtors should be dealt with "case by case".

The plan may have signalled a sea change in attitudes to the debt problem. But a new book, co-authored by Lord Lever of Manchester, argues that the Baker plan cannot prevent a net flow of funds from the poor countries to the rich in the coming years.

Harold Lever and Christopher Huhne point out in *Debt and Danger* that the plan (which involves total public and private lending to the leading debtor countries of \$50 billion over the next three years) still leaves these countries with a net outflow of \$20 billion a year. The risks of defaults and major banking collapses remain.

*Penguin, £2.95.

Theory, practice and dreamers

The Oxford Reviews of Economic Policy has quickly established itself in the business of conveying the latest academic economic thinking to politicians, bureaucrats and the rest of us. The autumn issue, published yesterday, looks at the new industrial economics.

Its conclusions are that neither the excessively interventionist approach to industry of earlier years or the free market approach that has characterized most of this Government's industrial policy can be justified by theory.

Even where an element of consistency exists between governments, as in the area of competition policy, the Review suggests that theory and practice are a long way apart. Monopolies Commission decisions (leaked or otherwise), are arrived at by reference to outdated models of industry at best. At worst, they display undiluted pragmatism.

The traditional way of looking at what constitutes a monopoly is in terms of market share. As the Oxford Review makes clear, the new industrial economics have a wider perspective - the threat of new firms entering a market may be enough to prevent established firms abusing their powerful market positions.

Monopolies Commission verdicts based on whether or not a merged firm will take more than 25 per cent of the market are likely, ironically, to be anti-competitive. They over-protect us against abuses of monopoly power which are already efficiently contained by the market.

Moreover, industrial markets are not as such "closed shops" as they are used to be portrayed by the old economics. True, it may be expensive for new firms to get in, but the costs they face are not so different from those being borne by firms already operating in particular sectors. Airline operators, take note.

Big firms blamed by Lawson as pay rates accelerate

By David Smith
Economics Correspondent

Average earnings rose by 10 per cent in the year to September, the Department of Employment reported. The underlying rate of increase, steady at 7.5 per cent for 15 months, has been pushed up to 7.75 per cent.

Unit wage costs are running ahead at the fastest rate for more than four years. In manufacturing, they were up by 7.5 per cent in the year to September. Mr Nigel Lawson, the Chancellor, immediately laid the blame for conceding large pay increases on big companies. "Small businesses have taken a more sensible attitude to pay. They have to", he said at the presentation of the Docklands "Because for a small firm in a competitive market place paying too much

Sir John Harvey-Jones, chairman of ICI, yesterday reserved his attack on the Government's economic policies. He said that the Lords overseas affairs committee report warning of the dangers of manufacturing's decline had got it right.

"There is a growing belief in this country that it does not matter whether manufacturing continues to survive because

services will fill the gap in a way that the British gentleman will prefer rather than the horridly-handed sons of toil that we have.

"But not only have services been reducing as a proportion of world trade but only a tiny proportion of services are tradable."

"We are neither whingers nor moaning Minnies; we are the most adaptable manufacturers in the world."

compared with 7.5 per cent in August, matches earlier warnings from Department of Employment officials that earnings increases are edging up.

In manufacturing, earnings were up 9.5 per cent in September compared with a year earlier.

A slowdown in productivity growth means much of this increase feeds directly through to unit wage costs. In the three months to September, wages and salaries per unit of output were 6.9 per cent up on a year earlier, the biggest rate of increase since July 1981.

The latest figures compare unfavourably with competitor countries. British unit labour costs in manufacturing in the second quarter were 6 per cent up on a year earlier. This compared with 3 per cent in Italy, 1 per cent in France and the US, zero in Germany and a 1 per cent fall in Japan.

for too little does not mean a few more redundancies, it means closure."

Mr Kenneth Clarke, the Paymaster General and Department of Employment spokesman in the Commons, said, "Jobs will be put at risk and the creation of new jobs slowed down" by excessive pay rises.

The average earnings rise, the

biggest since the middle of 1982, was boosted by 1.25 per cent by the reduction in earnings in September last year - because of the coal strike - and by nearly 1 per cent because some groups of workers received two increases in the 12 months.

Even so, the underlying increase of 7.75 per cent,

Stevens 'can get 20% staff cuts within 18 months'

By Patricia Wheatcroft

United Newspapers, the new owner of Fleet Holdings and publisher of Express Newspapers, is embarking on the cost-cutting exercise promised during the acrimonious £37 million takeover battle for the company. Fleet's elegant Mayfair head office, acquired this year, is being sold and the staff moved to cheaper accommodation.

Mr David Stevens, United's chairman said: "Our first priority must be to bring down overheads." He is determined to cut manning levels on the newspapers and despite the industrial problems that are bedeviling other Fleet Street proprietors, he is convinced that he can achieve 20 per cent reductions within 18 months.

Mr Stevens revealed some of his plans for the three Express newspapers. His primary consideration is with the *Daily Express*, readership of which has fallen below that of arch-rival, the *Daily Mail*, for the first time.

"It has lost its way," he said. "Today's front page is largely taken up with a single photograph - there is not much news there." Mr Stevens intends to take the paper up-market and when the editor, Sir Larry Lamb, returns to the office in the new year after recovering from a heart attack, Express editorial policy will come under the spotlight.

Mr Stevens is less worried about *The Star*, although that too is losing circulation, and he proposes to leave the *Sunday Express* virtually unchanged. "I like the *Sunday Express*," he said, although during his fight to win control of Fleet he described the paper as "a shadow" of what it used to be.

Between 1978 and 1984 circulation of the *Sunday Express* plunged by 21 per cent, while total sales of Sunday newspapers slipped by 3 per cent.

The new management is 100 per cent behind Sir John Junor, Mr Stevens said of the redoubtable editor of the *Sunday Express*. However, the new proprietor is looking at ways of increasing advertising in the colour supplement, including the possibility of regional editions.

United is also closely examining the contract under which it prints *The London Standard*. This is believed to be a lucrative arrangement which is a major contributor to the £10.5 million pretax profits Express Newspapers made in the year to June.



David Stevens: "Express has lost its way"

Although *The Standard's* owners, Associated Newspapers and Trafalgar House, could terminate the contract on six months notice, Mr Stevens believes such a move is unlikely.

Many *Standard* employees are based in the Express building and if the printing contract were terminated, they would be made to leave. "It would be very costly for them," Mr Stevens said.

He has his own thoughts about *The Standard*. "It might actually make sense for us to buy it and turn it into a 24 hour a day newspaper," he said. This is unlikely to be possible in the short term, while United digests its new acquisition.

The present chairman of *The*

Standard is Lord Matthews, the former Fleet chairman who resigned shortly after the takeover, as did his managing director, Mr Ian Irvine. Mr Stevens swiftly brought in the former *Mirror* man Mr Roger Bowes as chief executive of Express Newspapers and together they will soon be putting their plans to Fleet's 8,000 employees.

The printing unions are now much more realistic and receptive to change," Mr Stevens said. But although the Express will start photo-composition at its Manchester plant in January, it still has not signed agreements with the unions to allow the same to happen in London.

Mr Stevens is still wondering whether to follow the plans of Mr Eddy Shah, who launches his new paper next spring, and Mr Robert Maxwell's *Mirror* Group and invest in new colour presses. "There is plenty of life left in our Express presses," he said.

● In his other capacity as head of Montague Investment Management, Mr Stevens subscribed for shares in the *Daily Telegraph* when the company raised new equity capital in April. It has now become apparent that the projections made then by the Telegraph were overly optimistic, but Mr Stevens is not complaining. "I always thought it had to be a punt," he said.

Upswing in rate of US growth

From Bailey Morris
Washington

The American economy rebounded at a faster-than-expected pace in the third quarter, growing by 4.3 per cent largely because of sharply lower inflation, the Department of Commerce reported yesterday.

Analysts had expected third quarter growth to be disappointing, falling below the government's rough estimates in October of 3.3 per cent.

The upward swing, therefore, caught many analysts off guard and raised speculation in the market that the decline in interest rates will come to a halt as the US Federal Reserve Board delays a widely-anticipated reduction in the discount rate.

Government officials released two other sets of statistics yesterday which showed renewed vigour in the economy. Corporate profits increased by 5.3 per cent in the third quarter, the biggest rise since the 6.7 per cent gains in the first quarter of 1984.

In addition, US housing starts rose by 10.8 per cent last month to the highest level in more than six months.

Despite the strong third quarter performance, the gross national product has expanded by only 2.1 per cent the first nine months of the year.

IN BRIEF

Index beats 1,100 level

Equities as measured by the *Financial Times* 30-share index, topped the 1,100-point mark for the first time yesterday.

The index climbed by 10.5 to 1,106.0 after having earlier touched 1,108.3.

Strong buying by both institutional and private shareholders prompted many double-figure gains. Imperial Chemical Industries, regarded by many as the bellwether of Britain's industrial health, climbed 17p to 714p.

This more broadly-based FT-SE index, covering 100 shares also ended at a record level - 1,424.4, up 12.2.

But Government stocks, worried by the latest figures, did not benefit, suffering falls of up to 1.5p.

Stock market report, page 19

Threat of legal action on tin

The International Tin Council's meeting continues today with little hope of a solution to the month-long crisis. There are increasing threats of legal action in the market and warnings that time has run out.

Whitbread rise

Whitbread, the brewer, has increased pretax profits to £65.5 million for the six months to August 31, from £57.5 million. The interim dividend is 2.25p (2.05p). *Tempos*, page 19

All Chinese citizens are being allowed to hold foreign currency for the first time since the Communist revolution in 1949. The relaxation, which came into force yesterday, follows experiments in Peking, Shanghai, Guangdong and other cities where more than 100,000 already hold foreign currency bank accounts, mainly in Hong Kong dollars.

MK dips

MK Electric is to pay an unchanged interim dividend of 3.4p for the six months to September 28, after pretax profits dipped from £8.2 million to £7.8 million. *Tempos*, page 19

Debt accord

Poland has reached agreement with 17 Western governments to reschedule payments on official debt falling due this year, according to officials of the informal Paris Club of creditor nations.

PCW names may be taxed on £38m compensation

Lloyd's names on loss stricken PCW syndicates were due to receive a letter from their managing agent today telling them the Inland Revenue is seeking to recover tax and interest relating to insurance arrangements in former years. The names face total losses of £150 million.

The Revenue wishes either to claw back tax deducted from quota share contracts (where the money found its way to the Gibraltar) or to tax the £38 million compensation offer paid to names last year, £25 million of which came from the Gibraltar funds.

The Revenue has not said how much it wants to claw back, nor has it made firm proposals on the manner of the clawback.

Saatchi buys

Saatchi & Saatchi, the advertising group, confirmed yesterday that it has acquired Kingsway Public Relations for an initial £1.05 million cash plus further payments related to Kingsway's profits in the years to 1989, possibly bringing the total to £10 million by then.

Open market

The capital market in The Netherlands, already one of Europe's freest, will be opened fully in January, Dr Onno Ruding, the Dutch finance minister said. Foreign banks in The Netherlands will be permitted to lead-manage issuing syndicates for guilder bonds and Euro-guilder notes. Floating rate notes will also be allowed, and an official Amsterdam interbank offered rate will be created.

Tokyo link

London gas and oil quotations appeared on screens in the Tokyo grain exchange at the same time as in London to mark the first link between the London commodity exchange and the Tokyo grain and sugar exchanges.

Herald shuffle

The Melbourne Herald Group, Australia's leading media group, will take in two new shareholders, one is Britain's Associated Newspapers and the other an Australian, in a deal worth \$95 million (about £47 million). The Australian is Mr Kerry Packer's Consolidated Press.

Ashley's date

The prospectus for Laura Ashley, the clothes to wallpaper retail group, is expected to be published today. A valuation of £200 million is expected and a price earnings ratio of around 23, showing a modest premium to the retail sector. Pretax profits next year are expected to reach £17-£18 million.

MARKET SUMMARY

STOCK MARKETS

FT All Ind	1108.0 (+10.5)
FT All Share	889.71 (+5.43)
3-month Govt Securities	83.37 (-0.03)
FT-SE 100	1424.3 (+12.2)
Bargains	24,436
Dataseam USM	108.15 (+0.22)
New York	
Dow Jones	1441.39 (+2.40)
Tokyo	
Nikkei Dow	12,642.89 (+35.62)
Hong Kong	
Hang Seng	1757.29 (+2.61)
Amsterdam	236.1 (+0.5)
Sydney: AO	984.1 (unchanged)
Frankfurt	
Commerzbank	1742.7 (unchanged)
Brussels:	
General	947.28 (+28.19)
Paris: CAC	238.7 (+1.5)
Zurich:	
SKA General	481.70 (+0.40)

GOLD

London fixing:	
am \$325.05 pm \$325.65	
close \$325.50-\$326.00	(£227.00)
227.50	
New York:	
Comex (latest)	\$324.05

CURRENCIES

London:	
£/\$ 1.4345 (-0.0016)	
£/DM 3.7448 (+0.0179)	
£/Sfr 3.0713 (+0.0163)	
£/FFr 11.4172 (+0.0618)	
£/Yen 291.46 (+0.46)	
£ Index 79.9 (+0.1)	
New York:	
£/\$ 1.4355	
£/DM 3.7415	
\$ Index 128.3 (unchanged)	
ECU 20.592507	
SOR 20.754787	

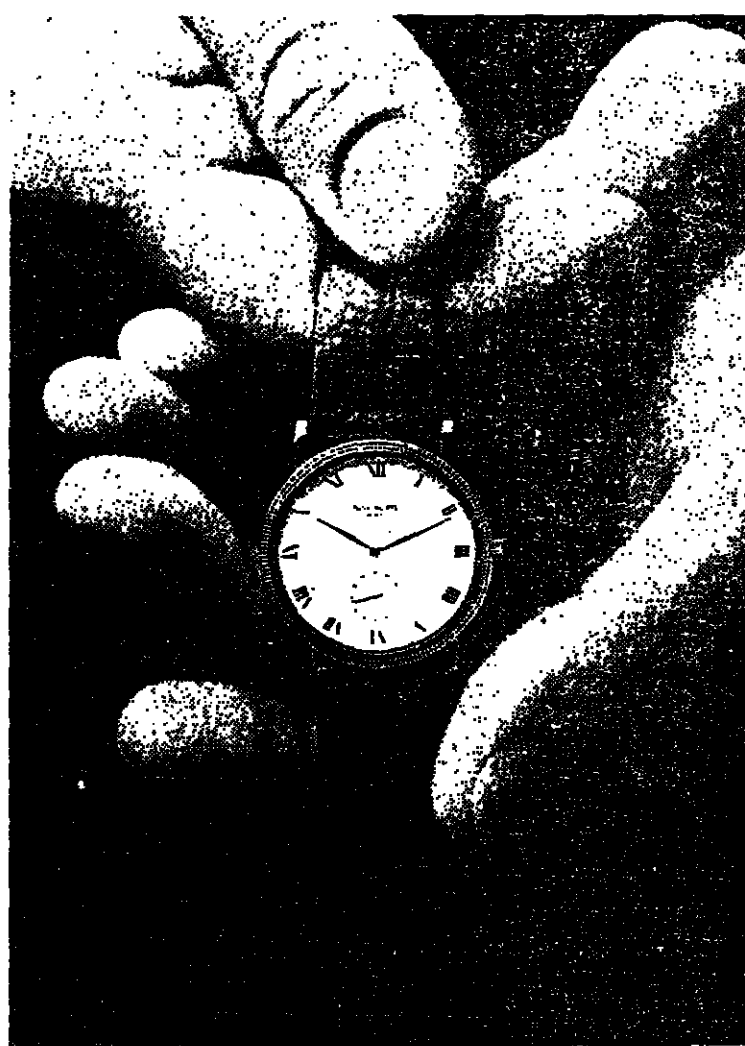
INTEREST RATES

London:	
Bank Rate: 11 1/2%	
3-month Interbank 11 1/2% - 11 3/4%	
3-month eligible bills	
buying rate 11 1/2% - 11 3/4%	
US:	
Federal Reserve 7.0%	
3-month Treasury Bills 7.20%	
30-year bond price 106 - 108 1/2	

MAIN PRICE CHANGES

RISES:	
Jebens Drilling	45p +7p
Whittington Eng.	180p +17p
Micro Bus. Sys.	48p +5p
Redfern Glass	125p +12p
Mormon Int.	55p +5p
Tibrook	117p +10p
Assd. Brit. Eng.	6.50p +0.50p
Erith	68p +5p
Neepsend	21p +1.50p
Micro Focus	150p +10p
ICC Oil	7.50p +0.50p
Microlease	160p +10p
London Int.	164p +10p
Instem	165p +10p
East Rand Cons.	34p +2p
Unitech	210p +12p
Sumrie Clothes	38p +5p
Smith St. Aubyn	37p +2p
Greenbank Hols.	57p +2p
Lax Service	281p +17p
Accom Computer	58p +3p
Mounleigh Group	580p +30p
Dunton Group	19.50p +1p
Cater Alan	493p +25p
Lyle Shipping	10p +0.50p
Bairdson Eves	121p +6p
Brit. Telecom P/P	203p +5p
FALLS:	
SI Group	21.50p -4p
Tanjong Tin	150p -25p
Control Secs.	21p -2.50p
Powerline Int.	111p -1p
Edmond Holdings	111p -1p
Humbroside Elm.	12p -1p

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STOCK MARKET REPORT

Shares set their sights on 1,200

By Derek Pain and Cliff Feltham

Shares closed above 1,100 points for the first time yesterday. The FT-30 share index, strong throughout the day, ended at 1,106.0 points, a 10.5 points gain. In early trading it was even higher at 1,108.8 points.

Equities have been in rampant form since the FT index crossed the 1,000 line at the start of last month. If the

are at present stuffed with cash and are frightened of missing the latest session of the long stock market party and are therefore piling into shares.

The FT-100, which covers 100 shares, was also in top form, hitting a peak of 1,424.3 points, up 12.2 points.

Government stocks, however, missed the fun. The latest American GNP figures undermined sentiment and left prices down by as much as 2 1/2%.

Allied-Lyons, on the receiving end of a bitterly resisted bid from Elders, came in for early attention with the price hitting 300p, up 10p, on signs of a big buyer. But the shares, presumably with the buyer satisfied, fell to 290p by 11.30.

Disillers Co., with interim figures today hit a 498p peak. A half-time profit of £120 million against £80.5 million is forecast.

Guinness was weak, falling 3p to 308p. Seven million shares went through the market with, it is thought, Hore Govett, the broker, doing the business. It seems that the General Accident insurance group, a large shareholder in Arthur Bell & Sons, the Scotch whisky group acquired by Guinness after an acrimonious battle in the summer, had decided to lighten its shareholding in the stout brewing group.

The estate agent, Baisrow Eves was once again the subject of bid speculation as the shares raced up to 124p before settling at 121p for a 6p rise on the day. Baisrow says it can think of no particular reason for the

sudden rise, although it is no secret some of the big banks would like to get their hands on the business.

The broker Capel-Cure Myers says that fundamental trading reasons are probably fueling the rise. It expects profits of £4.7 million in the year ending December and £6 million in 1986.

They say there is no connection with the chairman, John Baisrow's decision to place a

million shares in his Queens Meats Houses chain leaving the price unchanged at 64p and bringing his stake down to 2.6 per cent.

Elsewhere in the estate agent business, Connells was 5p ahead at 155p and Mann's 4p up at 224p.

A bullish circular from Savory Mill appeared to provide the inspiration for a 7p jump to 178p in the price of Delta Metal, its best level this year. At one time the shares were languishing at 105p.

Mr Tim Harris, analyst, believes there is a little downside risk in the share price and is looking to solid earnings growth to 1987.

Elsewhere the sector was

mixed with Flight Refuelling 3p higher at 327p, Laird Group 2p up at 224p and TI also 2p ahead at 419p. But Ransomes, SI Group, and Vosper were all a few pence adrift.

The market warmed to an encouraging statement at the annual meeting of Barratt Developments, the housebuilder, Sir Lawrie Barratt, chairman, at last seems to be tackling the company's heavy debts.

The major reduction in interest costs and reduced overheads are both assisting in the endeavours to achieve improved profitability," he said.

At one time the shares were changing hands at 126p before closing at 123p for a 2p rise on the day. They have pulled up from a low of 64p earlier this year.

Elsewhere in builders, Costain rose 8p to 484p with French Kier 4p up at 252p.

British Home Stores moved to new heights, 4p up on the day at 364p as rumours of a takeover bid refused to die down. The shares have come up from 235p this year.

Elsewhere, Burton as 7p to the good at 600p with Dixons and Marks and Spencer putting on 3p respectively at 957p and 190p.

James Neill has extended its offer for Spear and Jackson until December 3 after acceptance of 8.72 per cent. In the market Neill shares were 1p up at 158p and Spear and Jackson 2p up at 244p.

Some of the institutions shared a hot line to British Telecom as part of a series of get-to-know-better briefings helping the shares up 9p to 203p. They are still 4p away from their peak.

Elsewhere, Cable and Wireless struggled to hold a 10p rise before closing unchanged at 645p.

Lex Service received a lot of support, with the shares gaining 17p to 281. The view is that the long awaited improvement in the US semi-conductor business is beginning to come through.

Lex operates in the distribut

end of the industry. - Pipers Stores came off the bid after a 9p rise earlier in the week and closed at 81p, down 2p on the day. Speculation continues of a bid to cash in on its valuable stores.

Elsewhere, Wolseley-Hughes, the heating group, moved to 533p to take its gain over the last two sessions to 23p.

Institutions unhappy with the disappointing half time figures from Metal Box were in a slightly more cheerful frame of mind yesterday after a session with the chairman elect, Dr Brian Smith, at the broker Scrimgeour Vickers. The shares soon reflected the change in sentiment, moving 13p higher to 526p. No one is changing full-year forecasts, but the new man at the top is giving some hope for the future.

Ashley Industrial Trust retreated 8p to 68p as the company said major deal was not planned.

Trading on the London Traded Option Market hit a peak yesterday. The number of bargains completed could have been close to the 30,000 mark.

ADVERTISEMENT

Base Lending Rates

ABN Bank	11 1/2%
Adam & Company	11 1/2%
BCI	11 1/2%
Citibank	11 1/2%
Citibank NA	11 1/2%
Co-operative Bank	11 1/2%
C. Hoare & Co	11 1/2%
Lloyds Bank	11 1/2%
Nat Westminster	11 1/2%
Royal Bank Scotland	11 1/2%
TSB	11 1/2%
Citibank NA	11 1/2%
Mortgage Bank Rate	

TEMPUS

Tax change clouds the Whitbread horizon

Whitbread's interim figures were a little like the White Shield beer served up by its rival, Bass - clean and strong, but with a sediment that can leave a nasty taste in the mouth.

The Whitbread sediment came in the shape of the tax charge, which is expected to rise by 4 percentage points next year and which will restrict substantially earnings growth. The news soured what was otherwise an excellent set of figures. Pretax profits rose from £57.6 million to £63.5 million, well in line with City expectations.

The performance is even better, given that it was achieved during a miserable summer against an industry background of declining beer volumes and at a time when the group was investing heavily both in its retail operations and its public houses. Add to that the increased interest burden financing last year's acquisitions, and it is easy to see why City analysts were lavish in their praise of the results.

The brewing operations had a good first half. Whitbread increased its beer sales, despite the declining market. Lager had an important part to play, now representing 47 per cent of the total, up from 44 per cent.

The company also improved its take-home market share and claims to be the biggest brewer in the field. However, the closure of the Luton brewery did not perhaps have the immediate cost-reducing effect which had been anticipated. The savings have taken longer to flow through.

In the US, the Buckingham acquisition is being knocked slowly into shape. There have been some integration benefits and the production has been rationalized to good effect. However, the promotional spending on Curry Sark was low in the first half and will be much higher in the second. The legal wranglings which soured the acquisition for Whitbread still rumble on but Buckingham is doing better than some predicted even though its net contribution after financing is still meagre.

Retailing also had a good first half with the Beefeater Steak House chain showing good growth. The Pizza Hut chain is also expanding rapidly. The strength of the overall performance surprised even the company's management and made the caution ex-

pressed at the annual general meeting appears unduly pessimistic.

Whitbread is now on target to make about £130 million in the full year. The shares surrendered early gains to close down 1p at 272p. The trading prospects may say "buy" but the tax charge dictates that the shares should be held.

Gilt

Yesterday's teaser from New York left the gilt market broadly unchanged, but contained plenty of worrying food for thought. At the very least, the stronger-than-expected revision to third quarter gross national product figures in the United States was enough to halt a promising little rally in gilts.

Specifically, the third quarter GNP figures were adjusted upwards by one percentage point to an annualized real growth rate of 4.3 per cent, after the implicit price deflator was adjusted downwards by a similar percentage rate to 2.3 per cent.

Bonds slipped on the news, mainly because of the face of it, the US economy is now growing faster than analysts had expected.

Fed watchers like Stephen Lewis at Phillips and Drew, claim this will not deter the Fed from easing monetary policy in the weeks before Christmas.

The Fed, the argument runs, is still not happy about the level of the dollar, particularly against the yen, and may in all probability move to cut the discount rate as soon as it has a better feel for the fourth quarter GNP numbers.

These will start to surface about the third week of December. In addition, the US savings ratio has now fallen to an historic low of less than 2 per cent.

US consumers should act soon to rebuild savings, unimpressed by the GNP price deflator and this in turn will depress consumption.

Richard Coghlan of the Financial Economist and Peter Wann at Paine Webber disagree. Peter Wann sees compensation for any car sales collapse before Christmas in a bounce back in inventories, now recovering from stock/output lows; this was the US experience in the third quarter.

Net exports should start swinging round quite quickly, Richard Coghlan of the Financial Economist and Peter Wann at Paine Webber disagree. Peter Wann sees compensation for any car sales collapse before Christmas in a bounce back in inventories, now recovering from stock/output lows; this was the US experience in the third quarter.

as US companies benefit from the dollar devaluation. Third quarter net US profits, also announced yesterday, rose by 5.3 per cent, and are now at record highs, as a percentage of US national income.

Consumer spending is still likely to run above personal income for the next half year. These three components of GNP should all bounce together in the first quarter of 1986.

Richard Coghlan is even more specific, forecasting that the next movement in the Fed discount rate, - one of the keys to the present gilt yield - will be upwards. Growth is coming through faster than expected, which is why the stock market has been so firm.

Prices, which hit a trough in the third quarter both at input and consumer level, are now going upwards, witness October producer prices.

M.K. Electric

M.K. Electric Group produced less than inspiring profits, a lukewarm forecast about prospects for the rest of the year, and an unchanged interim dividend of 3.4p. Hardly surprisingly, the stock market reacted fairly savagely to such curmudgeonly behaviour, and the shares dropped 14p to 295p.

Pretax profits came out at £7.8 million (1984: £8.2 million) and, in the words of the board, no significant improvement in trading conditions can be expected for the second half year. Cheerfully, the group admits to facing a number of easily quantifiable problems in specific markets.

The group has been quick to benefit from any buoyancy in the private sector and has supplemented its flexibility by introducing a constant stream of new products. But the bulk of any sustained improvement in demand must await the Government's decision to implement the disaster reports on Britain's housing.

Advocates from M.K. maintain quite rightly that this is a well-managed group with excellent long-term prospects.

Much of the improvement, however, may have been based on a false assumption about the degree to which the Government really was loosening the purse strings.

Ramours persist that an overseas bid is being lined up for United Biscuits. The shares were active again yesterday, touching 220p and closing 1p higher at 217p. Much of the buying, it appears, is coming from overseas with a strong Swiss presence. Nestle, the sprawling food group, is regarded as a possible bidder.

present exuberance can survive the crossing of yet another psychologically important level then the FT index seems set to top 1,200 points this year.

Most observers believe that the market has further progress in prospect. The general view is that shares will continue to advance at least until the middle of next year when election worries may start to erode the present bullish sentiment.

Equities, as measured by the FT-30 share index, topped 1,000 points early this year. At the start of 1983, the index was below 600 points.

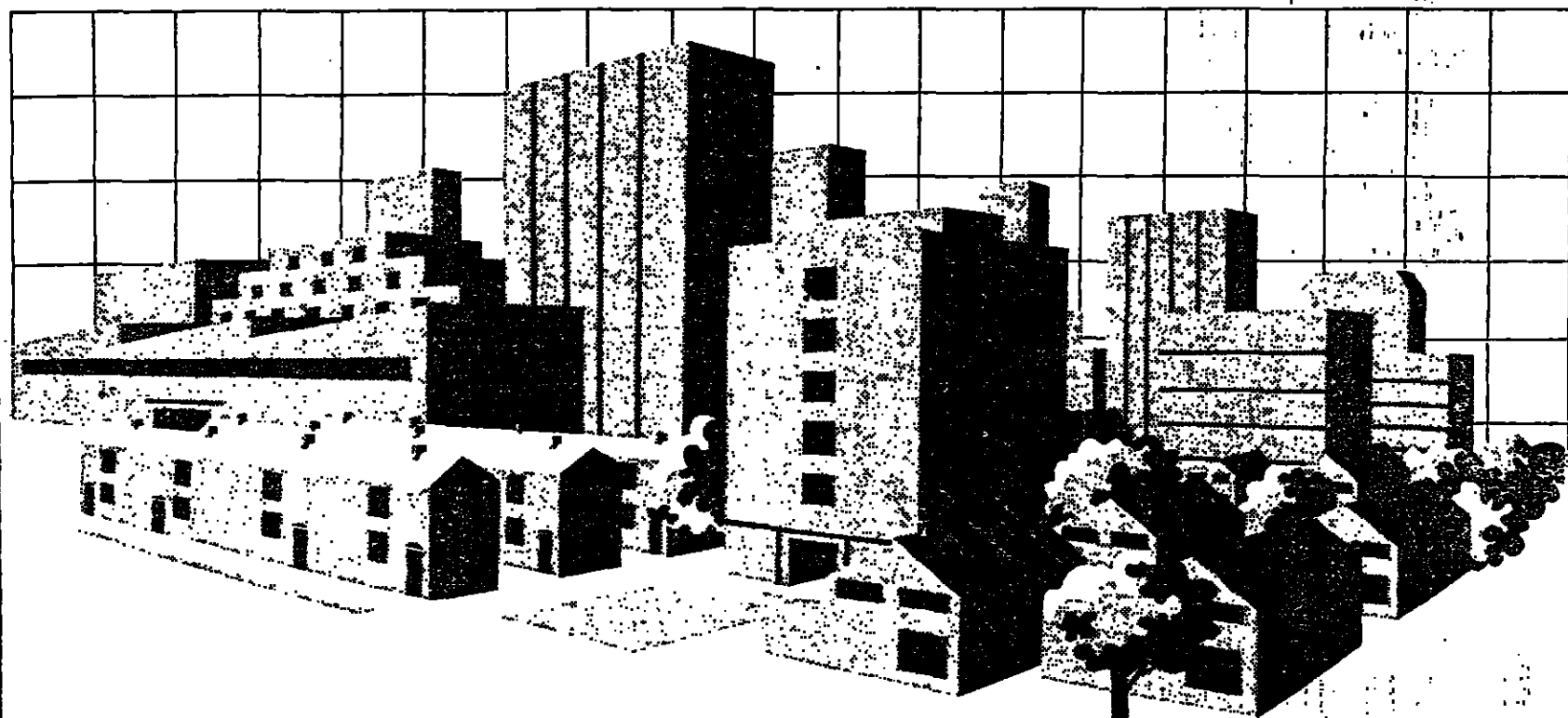
The index was created in 1935. Its all-time low was 49.4 points in 1940. At the depth of the 1970s bear market it slumped to below 150 points.

Yesterday's interest again involved institutional and private shareholders. There was also clear evidence of American buying.

The economic outlook, the east-west summit and even the relatively peaceful industrial scene were all cited as factors behind the euphoria.

There was also the more basic influence that many institutions

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APPOINTMENTS

Hill Samuel Shipping Holdings: Mr M. J. Steele has been made managing director of Wallem & Company and Mr F. F. Crossley becomes managing director of Lambert Brothers Shipping.

Gallaher Tobacco: Mr A. D. Househam becomes chairman and chief executive with effect from January 1. Bowring Professional Indemnity: Mr John Bezman is now chairman.

S I Group: Mr Michael Filmer has been made an executive director and Mr John Husband a non-executive director.

North Western Electricity Board: Professor Graham Ashworth becomes a non-executive member.

Barlow Rand: Mr Warren Clewley is now deputy chairman and chief executive. Phillips & Drew Development Capital: Mr Ian Hawkins, Mr Robert Jenkins and Mr Timothy Hart are partners.

American Can (UK): Mr John Preston has been named as commercial director.

Herman Miller: Mr Roy Hardcastle has been made United Kingdom sales and marketing director.

The Penycoed Patent Glazing & Engineering Company: Mr Matthew Finlayson and Mr

William Thomson have become directors.

M & G Securities: Mr R. J. S. Clarke and Mr P. T. Herbert have joined the board.

Derwent Publications: Mr Mervyn Hyslop is to become life president on January 1.

Burmatex: Mr Peter Hogg is now a non-executive director.

SG Warburg & Company: Mr Alan Peak will join next March as a director and will become a member of the corporate finance division.

Merivale Moore: Mr David Macdonald has been made a director. Mr Richard Grierson also becomes a director and has been made director of CPK Construction.

Public Relations Consultants Association: Mr Alan Butler is the new chairman.

Fosco Minsep: Mr Robert Jordan has been made deputy managing director. He will remain chairman of the Fosco metallurgical chemicals sector.

Lambeth Building Society: Mr Emrys Wynn Owen has become a director.

Commonwealth Development Corporation: Mr Michael Caine and Mr Michael Nightingale have joined the board.

A & S Andrews: Mr Ralph Neill will become chairman on December 1.

J. Henry Schroder Wagg: Mr Michael Dunne has been made an assistant director.

Stomgard: Mr Rex Hollingsworth has become a director.

Wallace Smith Trust Company: Mr Christopher Clark has joined as director of the strategic finance & planning department.

Hutchinson Whampoa (Europe): Mr Robin Johnstone has been appointed managing director.

Greig Middleton: Mr Robert Clinton has been made head of corporate finance, London.

Greyfriars Bishop: Mr Leslie Bishop becomes chairman and Mr John Ford, managing director. Mr Kingsley Manning and Mr Michael Fairchild are made directors.

USM REVIEW

THE TIMES
EVERY MONDAY

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Introduction to the Official List

Number	Ordinary shares of 25p each	£
10,000,000	Authorised	2,500,000.00
7,871,113	Issued and fully paid	1,967,778.25

The Council of The Stock Exchange has admitted the whole of the issued share capital of IFICO, formerly dealt in on the Unlisted Securities Market, to the Official List.

Listing particulars relating to the Company are available in the Ertel Statistical Services and copies of such particulars are also available during normal business hours on any weekday (excluding Saturdays) up to and including 5 December 1985 from:

Industrial Finance and Investment Corporation PLC
Well Court House,
8-9 Well Court
London EC4M 9DN

and are also available from the Company Announcements Office, Quotations Department, P.O. Box 119, The Stock Exchange, London EC2P 2BT on 22 and 25 November 1985.

21 November 1985

THE TIMES Portfolio

From your Portfolio card check your eight share price movements. Add them up to give you your overall total. Check this against the daily dividend figure published on this page.

If it matches you have won outright or a share of the total daily prize money stated. If you are a winner follow the claim procedure on the back of your card.

No.	Company	Year gain or loss
1	APV	
2	Chemring	
3	Bechtel	
4	Diploma	
5	BTR	
6	Colson	
7	BOC	
8	Cookson	
9	Carbo	
10	Broken Hill	
11	Mar West	
12	Chive	
13	Hamlyn	
14	Ass New Z	
15	Midland	
16	Lloyds	
17	Wagon	
18	Gerrard Nat	
19	Com Bank Wales	
20	Berkley	
21	DRAPERY AND STORES	
22	Simpson (S) A	
23	Marine Containers	
24	Dunlop	
25	Marks & Spencer	
26	Moss Bros	
27	Dunhill	
28	Seas	
29	Sainsbury	
30	Sunrise Clothing	
31	BREWERY	
32	Irish Dist	
33	Wolverhampton & D	
34	Derbyshire Dist	
35	Green King	
36	Vaux	
37	Manx Thompson	
38	Young A	
39	Whitbread A	
40	Scott & New	
41	Boddingtons	

Weekly Dividend

Please make a note of your daily totals for the weekly dividend of £20,000 in Saturday's newspaper.

MON	TUE	WED	THU	FRI	SAT	Total

1985	High	Low	Company	Price	Chg	Yld	Gross	P/E

1985	High	Low	Company	Price	Chg	Yld	Gross	P/E

1985	High	Low	Company	Price	Chg	Yld	Gross	P/E

1985	High	Low	Company	Price	Chg	Yld	Gross	P/E

1985	High	Low	Company	Price	Chg	Yld	Gross	P/E

1985	High	Low	Company	Price	Chg	Yld	Gross	P/E

1985	High	Low	Company	Price	Chg	Yld	Gross	P/E

1985	High	Low	Company	Price	Chg	Yld	Gross	P/E

1985	High	Low	Company	Price	Chg	Yld	Gross	P/E

1985	High	Low	Company	Price	Chg	Yld	Gross	P/E

1985	High	Low	Company	Price	Chg	Yld	Gross	P/E

1985	High	Low	Company	Price	Chg	Yld	Gross	P/E

1985	High	Low	Company	Price	Chg	Yld	Gross	P/E

1985	High	Low	Company	Price	Chg	Yld	Gross	P/E

1985	High	Low	Company	Price	Chg	Yld	Gross	P/E

1985	High	Low	Company	Price	Chg	Yld	Gross	P/E

1985	High	Low	Company	Price	Chg	Yld	Gross	P/E

1985	High	Low	Company	Price	Chg	Yld	Gross	P/E

STOCK EXCHANGE PRICES

Another advance

ACCOUNT DAYS: Dealings Began, Nov 11. Dealings End, Nov 22. Contango Day, Nov 25. Settlement Day, Dec 2.

\$ Forward bargains are permitted on two previous days.

1985	High	Low	Company	Price	Chg	Yld	Gross	P/E

1985	High	Low	Company	Price	Chg	Yld	Gross	P/E

1985	High	Low	Company	Price	Chg	Yld	Gross	P/E

1985	High	Low	Company	Price	Chg	Yld	Gross	P/E

1985	High	Low	Company	Price	Chg	Yld	Gross	P/E

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1985	High	Low	Company	Price	Chg	Yld	Gross	P/E

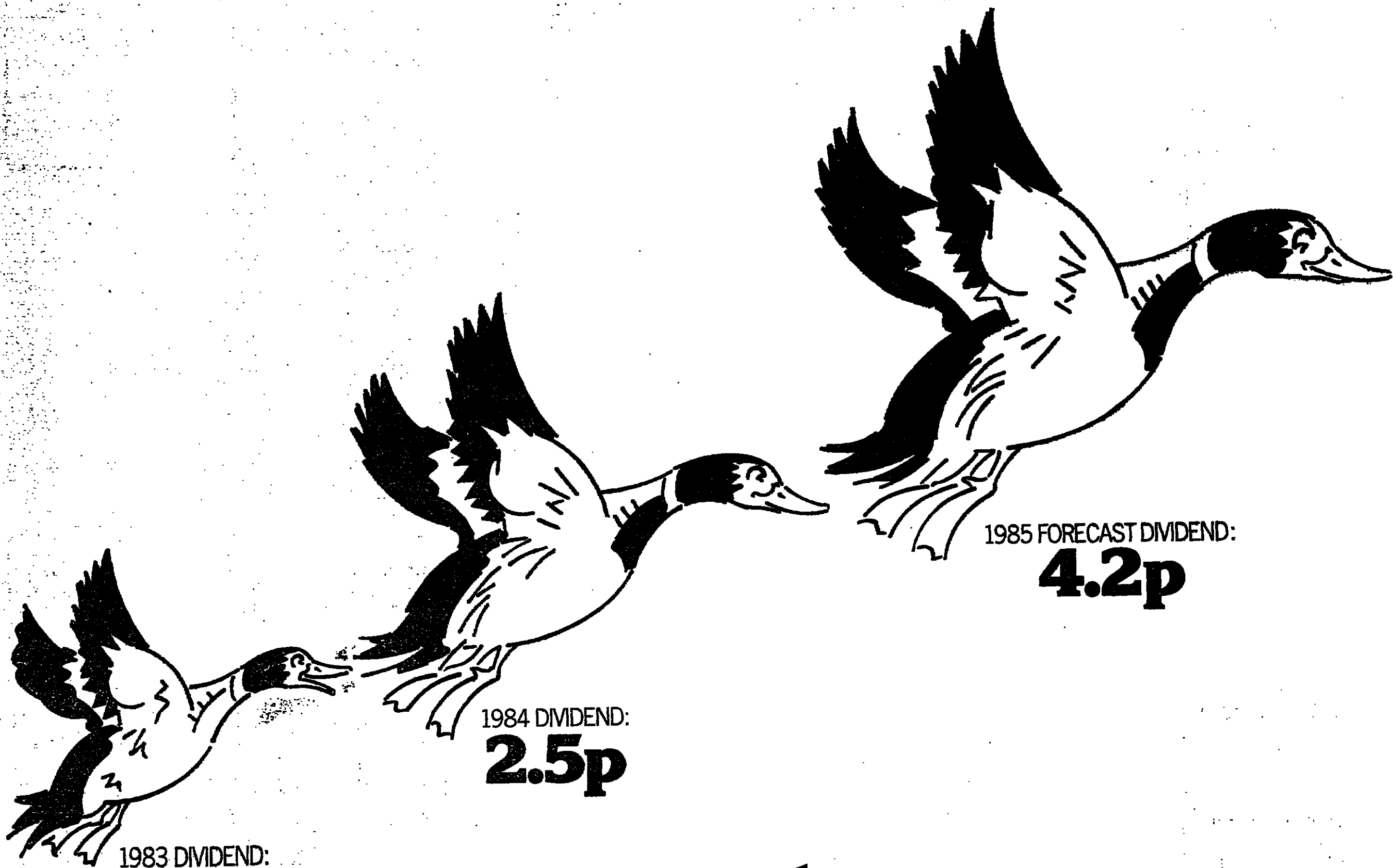
1985	High	Low	Company	Price	Chg	Yld	Gross	P/E

1985	High	Low	Company	Price	Chg	Yld	Gross	P/E

1985	High	Low	Company	Price	Chg	Yld	Gross	P/E

1985	High	Low	Company	Price	Chg	Yld	Gross	P/E

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Britannia Arrow

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COMMERCIAL PROPERTY

Reversionary investments • Marina development

Law Report November 21 1985

British companies thrive on Paris office market boom

By Judith Huntley

Reversionary office investments, not seen since the heady days of the property boom more than a decade ago have returned to the Paris property scene.

The office market in Paris is experiencing an extremely confident phase. Rents for offices are rising at a faster rate than the building cost index to which passing rents are linked.

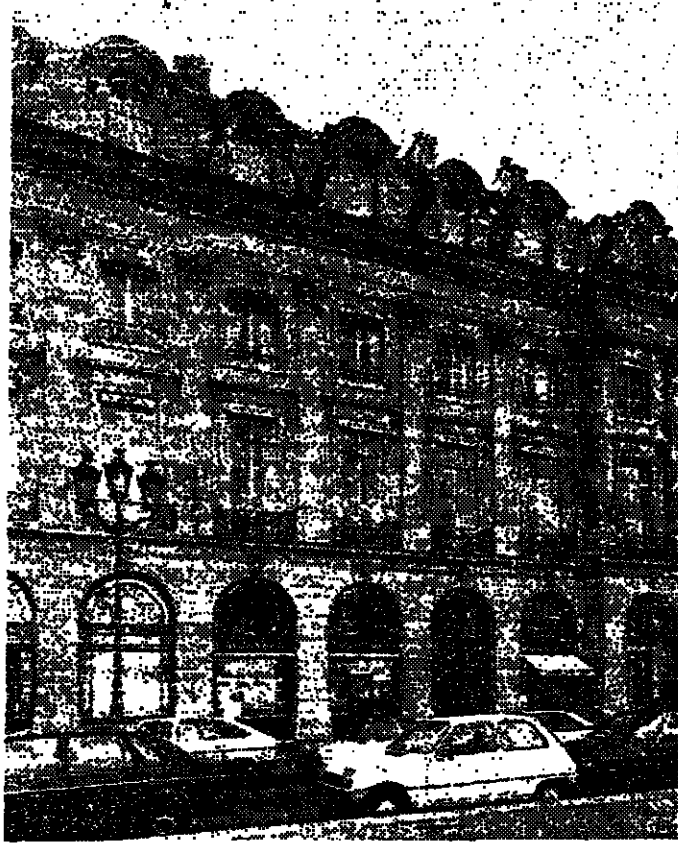
Inflation is running at 5 per cent in France with the building index at less than 3 per cent. Prime office rents, on the other hand, have jumped by 10 to 15 per cent in the last six months and by 25 per cent over the past year. Prime yields have fallen from 6.5 per cent in 1982 to 6 per cent this year.

All this is good news for developers and for those with buildings to sell. The Paris office of Jones Lang Wootton reports that the reversionary element of the office market is now being reflected in prices paid by investors.

Japanese investors, as elsewhere in Europe and the US, are slowly creeping into the market. But there are a number of British firms operating in the central Paris office market, an area in which many had their fingers burned in the property collapse of 1973.

The largest of these British companies is Hammerson, which bought £31 million of Paris property from the ICI Pension Fund last month. Hammerson had been searching for a Paris portfolio for some time and J.L.W. brought the ICI properties to the company.

Hammerson has lost little time in managing its newly-acquired portfolio. It will try to buy in the other interests in 57 per cent owned 22 sq metre offices at 16 Place Vendôme, the jewel in the portfolio.



The jewel in Hammerson's £31 million Paris portfolio: 16 Place Vendôme

The Bank of India and Knight Frank & Rutley occupy the building which could be let at rents of Fr 3,000 (£268) a square metre a year, the top price for prime office space.

Hammerson's neighbour in the Place Vendôme is the National Westminster Bank, which has seen rents for the space it owns zoom from Fr 1,500 to Fr 3,000 a square metre after refurbishment.

The process is repeated elsewhere. Hammerson has an 11,500 sq metre building, part

of the 65,000 sq metre office complex, Les Bureaux de la Colonne St Cloud, on the banks of the river at St Cloud. Renting to a new tenant has seen rents move from Fr 900 to Fr 1,300 a square metre there.

And the company has a highly reversionary building at the Avenue Friedland in central Paris. This has 17,300 sq metres of space. The offices need refurbishment but the scheme is located in Paris's "Golden Triangle" inhabited by indus-

trial, publicity and computer companies.

The rents are between Fr 1,500 and Fr 1,900 a square metre but could reach near to Fr 3,000 after work on the building. Hammerson will probably end up with five good buildings from the ICI Pension Funds portfolio, and it is believed that eight of the properties are already under offer.

Other British property companies operating in central Paris include the Heron Corporation, London & Edinburgh Trust, Norwich Union and Arbuthnot Properties.

Heron has achieved an exceptional office rent at its building, 2 Place de la Madeleine, where Jones Lang has let the top three floors at Fr 3,000 a square metre. And the retail space has been taken by the designer, Polo Ralph Lauren.

London & Edinburgh Trust, Balfour Beatty, and Capital and Continental are refurbishing 42 Rue d'Anjou to a high standard. One of the three buildings has already been sold to Le Continent Insurance Company, helping the scheme pay for itself before it is complete. It will have an investment value of Fr 400 million. The Midland Bank is putting up short-term finance.

The competition to buy freeholds in central Paris is keen. Hammerson, Hambro, LET and Imry are all looking. Business confidence and, therefore, demand for office space is improving in France and, if there is a change of government, thought to be likely, demand could increase.

On the other hand, there could be some slight relaxation in controls on development in Paris which would ease the supply of space. But the overall prospects for rental growth look good for the first time in many years.

Land Secs considers joint City scheme

Wimpey Property Holdings, the development arm of George Wimpey, has approached Land Securities about jointly developing Wimpey's 300,000 sq ft office scheme at Little Britain in the City of London. The site is close to that owned by the Post Office in St Martin's le Grand, on which Land Securities has made a planning application ahead of the tender closing date of November 29. Wimpey won a tremendous planning battle to develop Little Britain, but since obtaining permission, the scheme has lain fallow.

The reorganization at George Wimpey after the appointment of Mr Clifford Chetwood as chairman, resulted in Wimpey Property being vastly reduced in its scale of operation. The former chairman, Mr Colin Smith, left after disagreements with Mr Chetwood and only three big projects remain on its books. One is the Little Britain site.

Land Securities is considering the idea put forward by Wimpey, but it is unlikely to make a decision until it knows whether it will redevelop the Post Office site. Land Securities' recent £100 million debt issue will barely pay for one large City scheme and the company would have to raise more money if it were to embark on two important developments in the Square Mile.

The advantage of the Post Office site is that a scheme can be designed to accommodate today's office needs behind the existing facade. It is unlikely that the City planners will allow the building to be demolished.

The present demand for office space in the City of London has peaked and demand will fall next year, as will the supply of new space. Rents for prime areas will reach £40 a sq ft in 1986 and £50 by 1990.

But institutional investors will keep the downward pressure on yields by the weight of their presence in the market. Richard Ellis bravely predicts the future in its report on the City market, but gives a warning that investors are not taking enough account of location when buying.

The firm's survey of City occupiers shows that they like to keep close to their traditional markets. It highlights the fact that small space-users account for 50 per cent of the take-up in a strong market and 70 per cent in a recession.

The demand for space from foreign banks has consistently remained at 20 per cent since 1977. The estate agent believes that new forms of long-term equity investment for large developments will be found within the next three years.

THE DEE CORPORATION is to operate a new 61,000 sq ft Carefour superstore at Brighton Marina in the scheme being developed by Brent Walker. Brent Walker returned to the market with a capitalization of £33.7 million in May and announced its intention of taking an option on the marina for a residential and leisure development.

The company exercised its option to buy the marina for £13 million at the end of October and it is pressing ahead with its plans for an 800-home leisure village, as well as a sports complex, health hydro, hotel, pub and restaurants.

keys to the sale was the Central Electricity Generating Board, a large occupier in the scheme's 600,000 sq ft of office space.

The CEBG had a 99-year lease in the development with 21-year rent reviews. The marriage value of its interest was crucial to selling the project.

It took several years for this to be arranged, with the CEBG moving out of two buildings in Paternoster Square into its headquarters, Sudbury House, which has not been included in the Stockley deal. Stockley may keep as much as 30 per cent of the completed development.

COMPANY NEWS

BRITISH TAR PRODUCTS: For the half-year to Sept. 30, with figures in £000, turnover was 19,619 (18,566), while the pretax profit was 1,909 (1,412). Earnings per share were 3.59p (2.8p). An interim dividend of 1.5p (1.2p) is being paid and the board intends to recommend a final of not less than 2.5p (2.3p).

NORTHERN AMERICAN TRUST: For the year to Oct. 31, with figures in £000, net revenue was 1,882 (2,165). Earnings per share were 5.47p (6.32p). A second interim dividend of 4p (4.0p) is being paid on Jan. 6, making a total of 5.4p (6p).

LONDON TRUST: For the half-year to Sept. 30, with figures in £000, the net deficit before tax was 361 (revenue 1,715). Losses per share were 0.61p (profit 1.3p). An interim dividend of nil (1.25p) is being paid.

GREENHAM GROUP: For the half-year to Oct. 31, with figures in £000, turnover was 2,213 (6,546), while the pretax profit was 1,731 (1,237). Earnings per share were 5.63p (5.03p). An interim dividend of 1p (nil) is being paid.

EXPANET INTERNATIONAL: Link Security Products has been bought for £634,612, plus stock and debtors at valuation.

INTERNATIONAL THOMSON ORGANISATION: For the nine months to Sept. 30, with figures in £ millions, turnover was 1,371 (1,300), while trading profit was 143 (129). Earnings per share were 30.1p (25.8p) before extraordinary items.

UNITED BISCUITS: The company is to buy Gurners Steak House, which operates a chain of 15 restaurants, all leasehold, in prime locations in central London, from Monseigneur Grills. The price will be about £7.25 million in 15 million shares.

BOWATER INDUSTRIES: The company has brought APD Insulations, a supplier of PVC replacement windows and based in Cheltenham, Gloucestershire. The price will be up to £5.4 million.

COMALCO: The company reports the signing of a \$480 million (about £334 million) refinancing package. Comalco is 67 per cent owned by CR, which is 52 per cent owned by RTZ.

PILKINGTON BROTHERS: The company has agreed to acquire a 25 per cent stake in CP International, a London and New York based company, which makes fibre-optic electronic communications systems for banking and trading houses. The consideration is payable in cash and represents less than 5 per cent of the group's assets.

BULMER & LUMB: For the half-year to Oct. 6, with figures in £000, turnover was 18,198 (16,464), while the pretax profit was 240 (528). Earnings per share were 2.52p (4.2p). An interim dividend of 1.65p (1.65p) is being paid.

JERSEY GENERAL INVESTMENT TRUST: For the half-year to Oct. 31, with figures in £000, gross income was 1,240 (1,118), while the pretax profit was 684 (102). Earnings per share were 3.83p (5.97p). An interim dividend of 5.75p (5.25p) is being paid.

DUNTON GROUP: The group is to buy a 30 per cent stake in Harman (Chesban), a public works builder, for £400,000. Dunton is to raise the money for this, plus about £200,000 (net) for working capital, by a placing of 3.7 million new ordinary shares.

GEORGE OLIVER (FOOTWEAR): The company is to buy 80 per cent of Arizona Shoe Corporation, the largest privately-owned shoe retailer in the south western region of the US, for about £1.7 million.

JAMES NEILL HOLDINGS: The company and its associates have received acceptance for, or acquired or agreed to acquire, 490,575 ordinary shares in Spear & Jackson International (8.72 per cent). Neill's offers and cash alternative have been extended to Dec. 3.

LONDON & STRATHCLYDE TRUST: For the year to Aug. 31, with figures in £000, gross revenue was 1,378 (1,175), while net revenue was 403 (393). Earnings loss per share were 2.2p (2.64p). A final dividend of 1.4p (1.5p) is being paid on Dec. 31, making a total of 2.65p (2.35p).

Evidence which should never have been led

Regina v Kingston upon Thames Justices, Ex parte Khanna
Before Lord Justice Watkins and Mr Justice Kennedy
[Judgment delivered November 6]

The ambit of the writ of *certiorari* extended to enable the court to quash a conviction for driving with excess alcohol when it was obtained on the sole basis of prosecution evidence which should never have been led because it was in error.

The Queen's Bench Divisional Court so held in granting an application by Sudish Khanna for *certiorari* to quash his conviction by the Kingston upon Thames Justices on June 20, 1983 for an offence of driving with excess alcohol contrary to section 6 of the Road Traffic Act 1972, as substituted in Schedule 8 of the Transport Act 1981.

Mr Carlton Christensen for the applicant; Mr Gregory Stone for the justices.

LORD JUSTICE WATKINS said that the defendant had been arrested on June 4, 1983 after a roadside breath test had proved positive. He provided a sample of blood at the police station on a device known as a Lion Intoximeter 3000 device, which had come into general operation in May 1983.

At test registered an alcohol to breath ratio of 81 microgrammes to 100 millilitres. The defendant was surprised because he had only consumed three half-pints of lager. The Lion Intoximeter 3000 device, which was used to test the defendant, was a self-checking, callibrating system on the device registered "High" which was outside the limits of tolerance within which the device could be said to be operating efficiently. The specimen obtained thereby became inadmissible as evidence.

The police officer should have invited the defendant to give a sample of blood or urine for analysis. It had not been instructed in the ways of operating the device he did not comprehend that it was operating inefficiently.

At the hearing before the justices on June 20, 1983 the printout was put in evidence. The defendant was represented by a solicitor, who asked the police officer in charge of the case whether the device had been operating reliably. The officer replied that it was in order.

The defendant was convicted. He later realised the error and appealed to the crown court, where both sides agreed that the case should be sent for rehearing before the justices.

The justices took the view that they were *functi officio* and that the defendant's remedy lay in the Divisional Court.

The defendant relied upon the proposition that a conviction obtained in such circumstances was so unfair as to amount to a breach of the rules of natural justice. That could be a ground for an order of *certiorari* there was no doubt; see *R v Knightsbridge Crown Court, Ex parte Goonallake* (The Times February 14, 1985; [1985] 3 WLR 553).

One of the cases reviewed in that case was *R v Leyland Justices, Ex parte Hawthorn* (1979) QB 283, 286, where Lord Widgery, Lord Chief Justice, said: "But the problem is... that *certiorari* in respect of such a conviction is not a natural justice remedy. It is a remedy sought on account of an error of the tribunal, and here... we are concerned with an error of the police prosecutor."

However, if fraud, collusion, perjury and such matters not affecting the tribunal themselves justify an application for *certiorari* to quash the conviction... then we cannot say that the failure of the prosecution which in this case has prevented the tribunal from giving the defendant a fair trial should not rank in the same category."

Here there was no evidence of error on the part of the tribunal, nor of fraud, perjury or the withholding of evidence.

The court was unwittingly misled by the failure of the police officer

conducting the test and the officer in charge of the case to understand the meaning to be attributed to the figures arising from the calibration checks. Had they done so it was inconceivable that a prosecution would have been brought.

The ambit of the writ of *certiorari* was the subject of much controversy: see per Lord Justice Orr in *R v West Sussex Quarter Sessions, Ex parte Alhbi and Maad-Johnson Trust Ltd* (1974) QB 24, 39 where he said: "The limits of *certiorari* are in my judgment, well established and do not extend beyond defects or irregularities at the trial."

In *R v Ashford, Kent Justices, Ex parte Rickley* (No 2) (1956) 1 QB 167, 168 Lord Goddard, Lord Chief Justice, said that the writ of *certiorari* should not be invoked where there was a dispute as to the facts. Here there was no such dispute.

There was a gross irregularity in the proceedings stemming from the initiation of those proceedings, which, as the prosecution conceded, was indefensible.

It was true that the defendant had had a copy of the printout produced by the device and had been represented by a solicitor at the hearing before the justices. But the overwhelming wrong was that a prosecution had been brought relating to an offence which there was in reality no evidence against the defendant.

The ambit of the writ of *certiorari* extended so far as to enable the court to exercise its supervisory jurisdiction in such a case as this. It would be a monstrous injustice if this court was disabled from bringing down a conviction which the prosecution should not have begun.

The application would be allowed and the conviction quashed.

Mr Justice Kennedy delivered a concurring judgment.

Solicitors: Fisher, Stephens & Co. Gravesend; Mr D. K. Lowdell, Richmond upon Thames; for Mr J. A. Davis, Kingston upon Thames.

Minister entitled to new tenancy

Linden and Another v Secretary of State for Social Services
Before Mr Justice Scott
[Judgment delivered November 14]

Premises managed by a district health authority, and occupied by its employees in local National Health Service hospitals, were held by the Secretary of State for Social Services, and occupied by employees of the secretary of state for the purposes of the Landlord and Tenant Act 1954, applied if the premises comprised in the tenancy were "occupied" by the tenant, and if they were "occupied" for the purposes of a business carried on by the tenant.

The action, however, did not have to be satisfied in the case of a tenancy held by a government department. That case was specially dealt with under section 56(1).

Provided that the requirements of subsections (3) and (4) of section 56 were satisfied, Part II of the Act applied whether or not the premises could be brought within section 23(1). It was accepted that for those purposes a Minister of State was a government department.

Subsection (3) applied if the property comprised or included premises "occupied for any purposes of a government department" - a single criterion, without any requirement that the premises must be occupied by the tenant.

There was no requirement that the department holding the tenancy should be the same as that for whose purposes they were occupied; nor was it required that occupation should be for the purposes of a business carried on by the tenant.

The subsection brought within Part II any tenancy where they were occupied for any purpose of any department.

Here, his Lordship's view was that the authority was in occupation of No 40 Nottingham Place.

Although section 56(3), unlike section 23(1), imposed only one criterion, it could not be satisfied unless there was someone in occupation whose occupation could be said to be for the purposes of a government department. Could that test be satisfied here?

The occupants' occupation was for ordinary, personal residential purposes, and not for those of the National Health Service. The question was whether a manager of

in central London was greatly enhanced by an offer of immediate accommodation in such a flat.

It was not an important feature of the case that the occupants were employed by the authority, and not directly at least, by the secretary of state. The authority was exercising, on behalf of the secretary of state, its functions relating to the health service. Section 23(1) of the Landlord and Tenant Act 1954, applied if the premises comprised in the tenancy were "occupied" by the tenant, and if they were "occupied" for the purposes of a business carried on by the tenant.

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premises could claim by virtue of his managerial function to be in occupation.

Having considered *Lac Vertulst (Investments) Ltd v Harwood Trust* (1973) QB 204 and *William Boyce & Sons Ltd v Morris* (1973) 2 P & CR 891, his Lordship concluded that the present was a borderline case.

The features which led to the conclusion that the authority was in occupation were that, at any one time some of the flats were usually vacant; that the authority retained the keys; and visited the premises regularly; that no exclusive possession was given to occupants; and that the authority's maintenance included routine repairs.

The next requirement was to show that the authority was in occupation for the purposes of the secretary of state in carrying out his functions under the National Health Service Act.

It was argued that it must be necessary, and not merely convenient, that the employees should reside in the premises, which could not be said here. Mr Barnes relied on *Chapman v Freeman* (1978) 1 WLR 1288, authority for that submission. Having considered that case and *Gravesend Properties Ltd v Westminster Medical School* (1984) 47 P & CR 397, his Lordship concluded that it was sufficient if it was in the interests of the secretary of state's functions.

In his Lordship's judgment, it clearly was. The authority was managing the property, pursuant to delegated powers, and in discharge of a duty imposed on the secretary of state under section 177 of the National Health Service Act 1977.

The provisions of section 56(3) were complied with and Part II of the 1954 Act applied accordingly.

The contention that the authority was a principal, and not the agent of the secretary of state, was inconsistent with *Pfizer Corporation v Ministry of Health* (1965) AC 512.

The authority was acting as agent, and that relationship justified the conclusion that for section 23(1) the secretary of state was in "occupation", and that the persons employed by the authority were, for the purposes of that section, to be treated as the employees of the secretary of state.

The action would be dismissed accordingly.

Solicitors: Berwin Leighton Beachcroft.

Appealing to two or three judges

Coldwell Ltd v Gallon and Another

The Court of Appeal (Lord Justice Oliver and Lord Justice Purchas) made observations on appeals from county courts by two judges instead of three in a reserved judgment given on November 8, allowing an appeal by the plaintiff.

LORD JUSTICE OLIVER said that the present appeal concerned a substantial sum of money and a point of law of some importance. His Lordship did not wish to criticize the parties or their advisers.

who were obviously anxious (and for good reason) to have the appeal heard as soon as possible, but thought that it was pre-eminently a case which would have justified a request for a hearing before a court of three.

Although the two-judge court was statutorily authorized, it ought to be stressed again that if counsel were of the view that points of real difficulty arose it was always open to them to apply to the registrar for the hearing to take place before a court of three. His Lordship had no desire to encourage such requests in cases

which did not justify them and it by no means followed that such a request would always be acceded to.

LORD JUSTICE PURCHAS added that those responsible should consider, in addition to the appeals from county courts which might be dealt with by a two-judge court under the Court of Appeal (Civil Division) Order (SI 1982 No 543), and section 54(4) (e) of the Supreme Court Act 1981, the importance of and the difficulties arising out of an appeal might merit consideration by a court of three judges.

Abuse of court's process

Palmer v Birks

An action for damages brought within the limitation period was to be struck out as being an abuse of the court's process where the plaintiff had had an action in respect of the same cause dismissed for want of prosecution.

The Court of Appeal (Lord Justice Slade, Lord Justice Robert Goff and Sir John Megaw) so held on November 11 dismissing Mr David John Palmer's appeal from an order by Mr Peter Aarons, QC, sitting as a deputy High Court judge in chambers, striking out his action for damages against Mr Walter Birks.

LORD JUSTICE ROBERT GOFF said that in *Janov v Morris* (1981) 1 WLR 1389 a two-judge court of appeal had struck out a plaintiff's action in similar circumstances.

Whether or not the court was bound by that earlier decision, his Lordship agreed that where there was contumacious conduct by a plaintiff in disregarding an order of the court in the first action then there was power to strike out a second even if it was brought within the limitation period. A deliberate flouting of the court's order was to be regarded as contumacious.

Only date of hearing is relevant

Alexander v Mohammadzadeh

In considering whether a landlord reasonably required his house for occupation as a residence for himself or any son or daughter of his over 18 years of age or his father or mother, being the persons specified in Case 9 off Part I of Schedule 15 to the Rent Act 1977, the relevant time was at the date of hearing of the case. Any other answer would produce startling results.

The Court of Appeal (Lord Justice Oliver, Lord Justice Neill and Lord Justice Balcombe) so held unanimously in a reserved judgment, on November 5, allowing an appeal by the landlord from Judge Horden, at West London County Court, who decided that the landlord did not reasonably require the accommodation within Case 9 and refused an order for possession against the tenant.

LORD JUSTICE BALCOMBE said that a landlord must establish that at the date when proceedings were started he reasonably required occupation of the house but that circumstances of change in his personal circumstances that requirement had disappeared by the date of the hearing.

It would be remarkable if the court had none the less to make an order for possession in his favour.

Opinions not admissible

Rabin and Others v Gerson Berger Association Ltd and Others

Counsel's opinions given prior to, and in connection with, the execution of charitable trust deeds were not admissible evidence on the construction of the deeds.

The Court of Appeal (Lord Justice Fox and Lord Justice Balcombe) dismissed on November 8 an appeal against a decision of Mr Justice Harman (The Times, January 31, 1985; [1985] 1 WLR 595) who had refused an application to adduce evidence of the opinions.

LORD JUSTICE FOX said that the question was the meaning in law of the words "used by counsel" in drafting the deeds. Either counsel achieved his intention, when evidence of his intention was unnecessary; or he failed to do so, when the only purpose of the evidence was to invite the court to say that the words had other than their ordinary meaning.

To admit the evidence would be contrary to the parol evidence rule. The opinions could not be relied on in construing the deeds, either generally or as part of the surrounding circumstances.

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A balance of hope and fear



American vice-president George Bush (left) with Premier Kalevi Sorsa in Helsinki: The quiet lakes at Otavlinlinna alongside one of Finland's oldest castles: The "no go" area on the Finnish-Soviet border near Ivalo on the road to Murmansk

The approach of winter finds Finland in a strangely schizophrenic condition in which quiet satisfaction at the country's unprecedented internal calm and economic well-being is tempered by unease over the difficult international situation.

Sitting on the fence between East and West has traditionally been Finland's geopolitical fate, forcing Finns to follow world events more carefully than most other people. Political difficulties in Europe have always created problems for Finland, too, and the country hopes fervently that some sort of coexistence will emerge from the ashes of *détente*.

Another source of apprehension are the changes in the Soviet leadership. On the one hand Finns are eager to see progress in the Soviet Union, because it is an important trading partner; on the other, the Gorbachov regime is still an unknown quantity.

Finland's special relationship with the Soviet Union is a showcase of peaceful cooperation and coexistence between two countries with a differing economic and social order. The 1948 treaty of friendship, cooperation and mutual assistance, which provides the framework for

these relations, is quite distinct from those between the Soviet Union and its East European neighbours.

Personal relations between the leaders of both countries have played an important role in Finnish-Soviet links. However, the new Soviet leadership is largely as unknown to the Finns as to others. This is partly due to the fact that the quality of the Finnish embassy in Moscow was allowed to deteriorate during the era of Urho Kekkonen, the former president, who played a very active personal role in conducting relations with Finland's giant neighbour.

Dr Mauno Koivisto, his successor, has adopted a much lower profile. In fact, the words low profile have been the national password during his years in office.

President Koivisto has also shown that he is a symbol of today's modern Finland: he does not want to run the country with an iron hand, like President Kekkonen, who belonged to a generation very much different from today's. President Koivisto made it clear from the beginning that he wanted to restore the constitutional balance between presidency, government and parlia-

ment, which was disturbed during his predecessor's rule.

This has led to complaints of passivity from people who were used to the super-active Kekkonen presidency, but support for President Koivisto among the electorate is overwhelming, and the presidency is his for another six years if he wishes to run in the 1988 presidential elections. A recent opinion poll on possible presidential candidates gave Dr Koivisto over 70 per cent support. His closest rival received five per cent.

According to the Constitution,

Consensus brings political calm

Finland's foreign policy is very much in the hands of the president. Under Dr Koivisto, the country has maintained the neutral foreign policy set out by his predecessors, which in practice means strengthening ties both with East and West.

President Koivisto was the first western political leader to meet Mr Mikhail Gorbachov, in September, and this meeting confirmed that both countries want to maintain close relations. The Soviet leader-

ship sent no alarm signals, and relations have settled on a steady course.

As to ties with the West, Finland has taken small, but clear steps. Associate membership of the European Free Trade Association (EFTA) was changed into full membership in October. Finland is in the process of joining the European Space Agency (ESA) and has joined other West European countries in the Eureka high technology project.

Eureka caused some embarrassment to the Finnish authorities, because Finland was not on the list of countries that France originally invited to the first Eureka meeting. Finnish industry, worried about being left behind in technological development, forced the government to act quickly, and, after a hectic midsummer round of diplomatic consultations, Finland was added to the list.

The four-party coalition government led by Mr Kalevi Sorsa, which includes his own Social Democrats, the Centre Party, the Rural Party and the Swedish People's Party, has remained in office without serious problems since the 1983 parliamentary elections.

In internal politics the magic

word is consensus, which has spread from foreign policy to other areas. This has meant that the country is enjoying a period calmer than any in its recent history.

No one knows how long this consensus will last in, for example, economic policy. Thus far only the extreme left has made noises against it but it will be badly strained in next year's wage negotiations. However, optimists say that Finland has taken such a major step towards the calm tenor of life of other Nordic countries that only major upheavals could upset it.

Opposition to the government is weak

The Sorsa coalition has enjoyed the full benefits of this consensus. Originally it was thought it might be difficult to work with the two ministers from the Rural Party, because that party is markedly populist. Mr Sorsa's worst troubles have been with the Rural Party, but they have not led to a major crisis - the two Rural ministers always give in in the end: for them cabinet positions are a sign of legitimacy they do not want to lose.

The Sorsa government has been especially successful in economic policy. A steady three per cent growth, inflation down to five per cent and falling, and relatively low unemployment, currently just under six per cent, have given the government room to manoeuvre.

The next parliamentary elections will be held, at the latest, in spring 1987. Most observers agree that the going will get rougher for the government as they approach, and the economic situation worsens due to slack development and probable recession in market economy countries.

A weak opposition means that the government has nothing to fear in parliament. The Conservatives, who are the second biggest party after the Social Democrats, have not been able to find strong leaders, or to transform their parliamentary strength into political power.

The Finnish Communist Party (SKP), the other main opposition group, is so badly split into majority Eurocommunists and minority Stalinists that it has no power to fight anyone else.

The Eurocommunists have started what they call a final push to oust the Stalinists from the SKP,

which has lost support steadily. In 1958 it was the biggest party, with a quarter of the vote. Now it is a poor fourth, with under 13 per cent. Its share of the vote is falling and its cadres are ageing. The Stalinists are fighting hard to stay inside the party. The Soviet Communist Party has given them strong support but some leaders of the Eurocommunist majority feel that Soviet interference has strengthened their hand.

This winter should reveal whether Finland is to have two separate communist parties, although in fact the two wings have for years operated as two parties with their own organizations. SKP rules are so complicated that it may take several months before the ousting of the Stalinists is completed.

It looks almost certain that the communists will contest the 1987 parliamentary elections with separate lists. Because of the electoral system this means that their strength will fall considerably from that in the present parliament, where they held 27 of the 200 seats. It is quite possible that the Stalinists will be eliminated completely, or at best left with only a handful of seats.

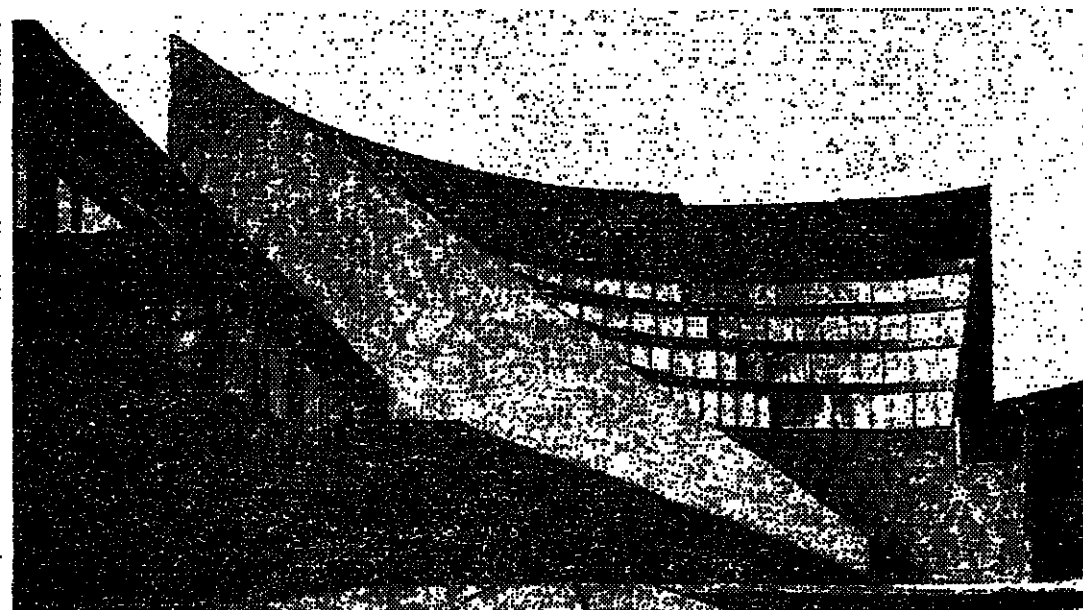
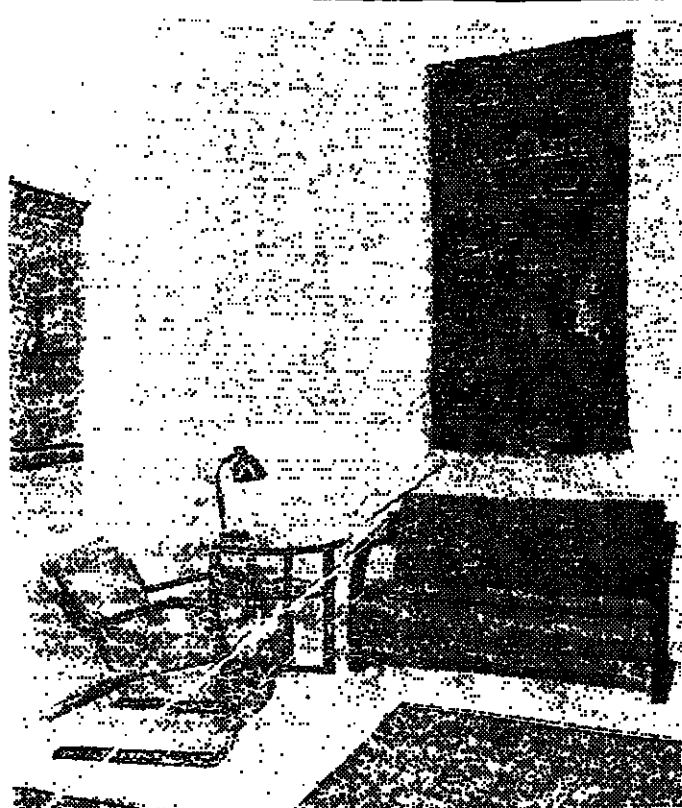
Olli Kivinen



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Main building of Otanen University of Technology, left, by Aalto, and Hyvinkää church, by Aarno Ruusuvuori

A natural line in design

Design is alive and well in Finland. It is just harder than it once was to find the Finnish in the design.

"Post-modernism could never have been born here. The trends are set in Italy and elsewhere", says Professor Aarno Ruusuvuori, Finland's leading interior architect and industrial designer. "What designers here can do is contribute their traditional functionalism and proximity to nature to the trend."

That sounds like a pessimistic assessment in a country that takes great pride in having produced from its small population of less than five million some of the world's leading designers and architects.

However, Professor Ruusuvuori denies being a pessimist. The world is just not the same as it was in the 1950s, when Finland established its reputation as a leading innovator of new form. Besides, the innovations of past decades continue to bear fruit around the world, he says.

Borrowing from abroad and coming out with something distinctly Finnish is nothing new. At the turn of the century art nouveau was converted by Finnish artists and architects into massive stone structures and mythical themes, reflecting the country's new found sense

of national identity and a culture rooted both in the east and the west.

The strong impact of tradition was underlined in 1937, when Alvar Aalto, internationally the most acclaimed of Finnish architects, commissioned to design Finland's pavilion at the Paris world exhibition, made a sleek rowing-boat from the eastern lake district one of the display's centrepieces.

The true blossoming of Finnish design came in the 1950s. It is impossible to discuss design in Finland without the conversation repeatedly turning back to the decade when Aalto consolidated his reputation and men like Kaj Frank, who remains an active designer, and Tapio Wirkkala rose to eminence for their glass and ceramic creations.

Finnish achievement is based on nature's form and movement combined with pure lines in products that work. Functionalism is the constant in Finnish design and, so say many, in the Finns. But even in those days, says Professor Ruusuvuori, the Finns did not lead international trends. "Trends and trademarks didn't exist as they do now."

Money is one measure of how the design of those days is valued by the world today. For

example, the prototype of one of the chairs designed by Aalto will fetch thousands of pounds at an auction anywhere.

Another measure is the fact that many of the products of those years are still being sold in their original form or are being blatantly copied. There is hardly a Finnish home without a chair by Aalto or glassware by Wirkkala or Frank.

Design has become an established part of life and a designer is no longer asked what exactly he does for a living. There are about a thousand full-time designers in the country.

In Finland, as elsewhere, more and more designers work with industry. Professor Ruusuvuori estimates that between 25 and 30 per cent of Finland's export products involve design at some stage. Finnish designers speak with some envy of Britain's new programmes for subsidizing industrial design.

Finnish designers claim that even in the most practical applications of their trade they still can transmit something indigenous, something of the unspoilt nature that still covers much of the country. But often the person buying a product has no idea that it was designed in Finland.

"Floating culture" is a term

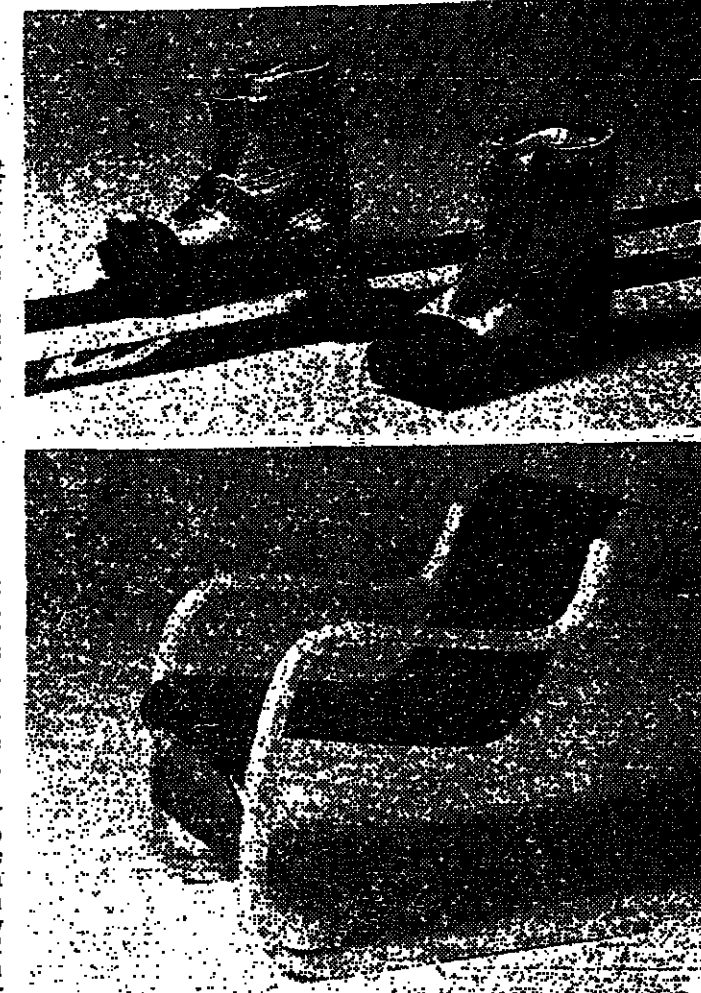
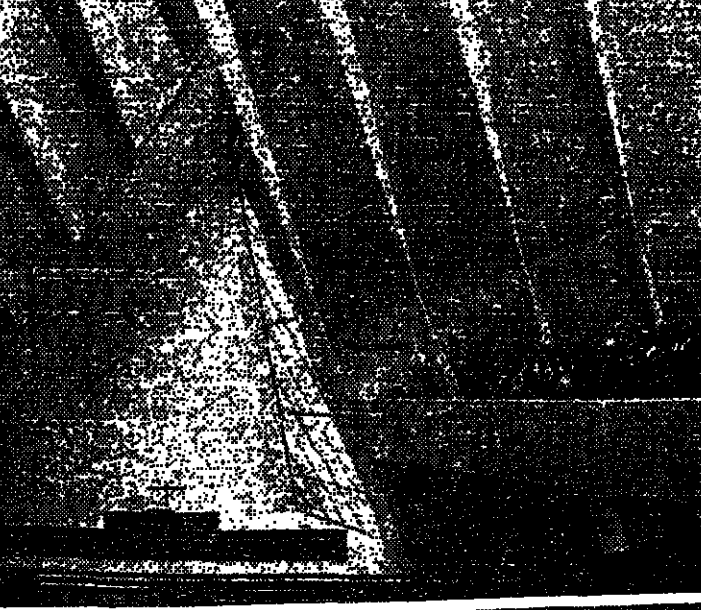
Professor Ruusuvuori uses to describe today's world of design. "A Finnish designer produces an item for an Italian manufacturer, who markets it in the United States", he explained.

Some of his own products are good examples of this trend: he has designed a phone together with the Japanese and a new chair of his will be manufactured in Italy and, most likely, be thought to represent Italian design.

Of course there remains much that is clearly Finnish and there are many artists who pursue a fiercely independent line. Perhaps the most visible at the moment is the architect Reima Pietilä, who, together with his wife, Raili, draws houses of stunning originality. In his work the sweeping, straight lines of Aalto give way to a riot of unpredictable shapes, very few of them straight.

Like Aalto, says Professor Ruusuvuori, Pietilä is so original that he really cannot be imitated and cannot start a trend. The future of Finnish design depends simply on how many artists of vision and originality the country can produce. There is cause for optimism.

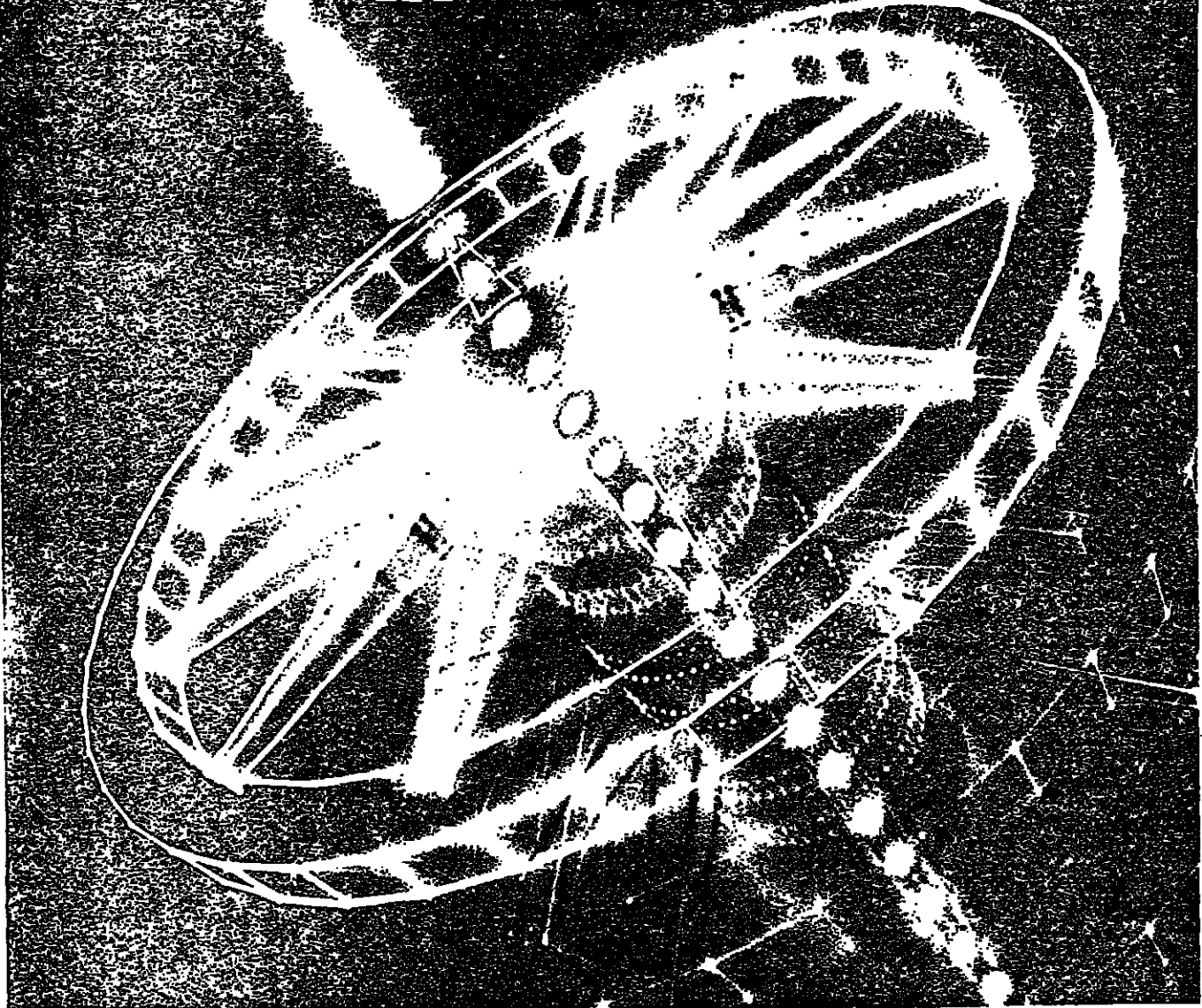
Kari Huhta
Helsingin Sanomat



Above: 1980s skis and boots for children; and Aalto's chair design for a sanatorium, 1931-32

Furniture, top, designed by Alvar Aalto, and Kaleva Church in Tampere, above, by Reima Pietilä

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POSTIPANKKI

Healthy profits from overseas links

At the height of summer in Arctic Lapland they hold the world gold-mining championships at the small village of Tankavaara, not far from Ivalo. But today you do not have to go there to make a lucky strike. It is easier to see a gleam of gold in your broker's eyes as he scans the rise and fall of Nordic equities on his video terminal.

More and more Nordic companies, including many Finnish ones such as Wärtsilä, Kone and Kemira, are being listed on international exchanges like London and New York, as well as the regional ones in Stockholm, Oslo and Copenhagen. During 1983/1984 the Nordic capital markets grew faster than any others in the world. Trading in Helsinki went up 65 per cent during that period, compared to 20 and 30 per cent respectively on Wall Street and in the City.

The activity in Helsinki has been a reflection of the rapidly growing internationalization of Finnish companies and the liberalization three years ago of the banking system, which allowed foreign banks to operate within the country.

The two oil shocks of the 1970s acted as a catalyst on Finnish export philosophy. For years Finland had relied to a great extent on trading within the Nordic region and with Britain and West Germany.

Cyclical economic depressions in the terms of trade have largely been cushioned by longstanding bilateral agreements with the Soviet Union. In return for Finnish technology and construction expertise the Soviet Union has provided most of Finland's demands for oil and natural gas.

Investment abroad now £250 million a year

economy, have been doing it since the 1920s.

Well-established companies, including Nokia, Valmet, Kone and Rauma-Repol, have been buying into potential market areas by entering into collaboration or joint venture agreements, especially in Sweden, Britain and North America. Finnish investment abroad now totals about £250 million a year and represents about 15 per cent of annual capital investments. There are over 1,250 Finnish companies overseas.

As commercial links have expanded overseas so too have the banks. "We have had to follow the trade", explains Peter Fagerman, former deputy general manager of Kansallis-Osake-Pankki's London branch who is now running KOP's new office in New York, the first Finnish bank to establish itself there. Already there are more than 150

Finnish companies established in the US.

Earlier this year Union Bank of Finland bought out its Danish, Norwegian and Swedish partners in the American Scandinavian Banking Corporation and became the first wholly-owned Finnish bank in the US.

KOP was the first Finnish bank to open a full branch outside Finland when it started up in London in 1984. Other banks, including Postipankki, Skopbank, the Bank of Åland and Union Bank are also represented in London and other financial centres, especially in South-East Asia and the Far East.

Postipankki has also opened an office in Tokyo, where 41-year-old Annikki Saarela is one of the few women bankers in the Japanese capital.

A recent example of Finnish industrial expansion overseas has been Nokia's purchase of six electronic companies scattered throughout Europe belonging to the American company Motorola Data Sciences. Nokia has also opened a manufacturing joint venture with the US Tandy Corporation in South Korea.

Two of the biggest Finnish investments in Britain are in a new paper mill at Shotton and a century-old paintworks in Manchester. This year United Paper Mills, one of Finland's leading pulp and paper manufacturers, brought their £135 million newsprint mill at Shotton in North Wales into operation.

Kemira, the state-controlled chemical group, which is mainly in fertilizer production, has been expanding rapidly

overseas. Last year a wholly-owned subsidiary paint company, Tikkurila, gained a 55 per cent interest in Donald Macpherson, Britain's fourth largest paint manufacturer and a world leader in spray applied multicolour coatings. The new company, Tikkurila-Macpherson, has a workforce of 3,500 and last year had a sales turnover of £171 million. Tikkurila is now planning a substantial investment programme for the new company.

The parent, Kemira, has also put a £1 million investment into new plant at L & K Fertilisers in Lincoln, which it bought in 1982.

Nordic niche in high technology

Earlier this year Kemira issued a floating rate note of \$100 million in London to finance its expanding domestic and international operations.

The increasing internationalization of Finnish companies has attracted attention in Britain, according to Thomas Hughes-Hallett, of Enskilda Securities, the London-based investment banking subsidiary of Scandinavian Enskilda Bank. He says the hi-tech expertise of so many companies gives them special interest. It is the "Nordic niche", as Mr Hughes-Hallett calls it, which is catching the eye of the fund managers who need to balance their portfolios. Often these are overweighted with the more glamorous Far East hi-tech stocks. They now face a more alternative from some of the trailblazing Finnish companies.

Michael Frenchman

The Kalevala is the great Finnish epic of ancient life in the far north. It tells of the heroes who fought with magic and sword against the powers of darkness. Its 50 cantos encompass stories of dangerous journeys over land and sea, boisterous rejoicing at weddings and rituals, the hunting of the bear, and the journeying with the shaman to the other world.

This year the Finns are celebrating the 150th anniversary of its first appearance in print. Its origins are thought to go back as many as 2,000 years. The work is a collection of poems, tales and fragments passed down through the strong oral tradition of the eastern Baltic.

A country doctor, Elias Lönnrot, later to become Professor of Finnish at the University of Helsinki, was the compiler of the work. He travelled in Karelia in eastern Finland, wrote down the poems and stories he heard from the folk singers and combined the material into a continuous narrative. He called it *The Kalevala*, or *Old Karelian Poems from the Ancient Times of the Finnish People*.

The publication of Lönnrot's first version of the *Kalevala* in 1835 did much to enhance the Finns' growing consciousness of nationhood. Finland had ceased to be part of the kingdom of Sweden and had become an autonomous grand duchy under

The legends that live on to inspire a whole culture

the Russian Tsar. Its new ruler, Alexander I, had said Finland now had the status of a nation among Europe's other nations.

The Finnish Literature Society, then only a few years old, supported Lönnrot and praised him for "rescuing the Finns' oldest monuments". It was felt that he was not merely publishing a collection of relics from the past but was revealing a national epic born before the dawn of history and preserved in the minds of men. The *Kalevala* thus became the focal point of Finnish culture and has remained so to this day.

Shelley wrote a number of works inspired by the *Kalevala*. Among them are the *Kullervo Symphony*, the *Lemminkäinen* series, which includes *The Swan of Tuonela* and *Lemminkäinen's Return*, a choral work entitled *The Birth of Fire*, and the orchestral work *Pohjola's Daughter*, *The Oceanides* and *Tapio*.

Many of the paintings of Aleksii Gallen-Kallela, the driving force in Finnish art in the late 19th century, illustrate stories from the *Kalevala*.

After a decade or more without any English version of the *Kalevala* in print, W. F. Kirby's 1907 translation has been republished by the Athlone press. Keith Bosley, the English poet, is making a new translation for Oxford University Press which will appear towards the end of the decade.

Among celebrations for the *Kalevala* anniversary in Britain are:

• "A tour of Finland", exhibition of Finnish folk costume, Museum of Mankind, London.

• "How the *Kalevala* was born", exhibition of photographs, books and documents, December 2-20, School of Slavonic and East European Studies, London University.

• Concerts by the Tapiola Choir in London (December 9), Swansea (December 10) and Edinburgh (December 11). Programme includes *Marjatta*, an old Finnish legend inspired by the *Kalevala*.

Kathleen Frenchman

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SPECIAL REPORT

FINLAND/3

Unions at the economic crossroads

Finland's highly successful economy is approaching a crossroads: new wage and price agreements must be reached before the spring and the signs are ominous. Despite economic advances, some trade unions have grown restless and are demanding more room to manoeuvre than the tight centralized agreements have so far allowed.

The wage and price agreements have been a cornerstone of Finland's achievement, which has matched only by Japan among OECD countries. The growth rate has remained at a steady three per cent, unemployment is under six per cent, and inflation is falling towards five per cent.

Finland is also one of the few countries which has been able to create new jobs, 40,000 last year, roughly a third of the number of unemployed.

Most economic indicators show that growth will continue at the annual rate of three per cent, but some important areas of the economy are heading for trouble. Recession has already hit sawmills and pulp production, and now the important paper industry sees problems on the horizon. Metal industries will face difficulties at the end of 1986.

Exports to the West are falling, as is the level of investment, and trade with socialist countries has stagnated. There is no hope that exports will reach last year's growth of 10 per cent. Latest estimates speak of between three and four per cent.

This will severely test the government's economic policies and, especially, its ability to avoid serious difficulties created by business cycles, an ability praised in the OECD report on Finland published in May. Finland's economic per-



Even keel: Shipbuilding has survived the industry doldrums

formance during the last five years had been strikingly successful compared with that after the first oil shock, and was even more impressive when viewed in relation to the OECD as a whole, the report said.

It can be argued that economic policy has played a vital role in this achievement, in particular the introduction in

The government has supported growth

1977 of a medium-term stabilization programme, which incorporated a reorientation of fiscal policy strategy to span the business cycle.

"A judicious combination of supply and demand management appears to have resulted in Finland's being successful in the conduct of counter-cyclical policy, despite increased openness to shocks emanating from international financial markets", the OECD report said.

The present situation puts this ability to master cyclical variations to the test. On the one hand the government

should reflate but on the other it should beware of overheating.

Taking this into account, the government introduced a neutral budget for 1986. Previous budgets have been restrictive, but now the push and pull effects have been allowed to neutralize each other. The government has supported growth by increasing public expenditure in real terms by 1.5 per cent and easing the income tax burden by roughly three billion Finnish marks (£375 million). In addition, corporation tax will be eased slightly in 1986, prior to a major reorganization of the whole corporation tax system.

It is widely admitted that these steps alone will not be enough to solve the problem, because both monetary and income policies are playing an increasingly important role. The former is not expected to present problems, because the Bank of Finland has always been a strong bastion of sound thinking.

The great unknown is wages and incomes policy. If next year's agreements are not

moderate the country will rapidly face difficulties; moderation has been a basic element of economic stabilization after the difficult 1970s.

In practice this means that next year's margin for wage increases is six per cent. This will be difficult to achieve, because it would leave only a two per cent rise in real earnings if the government succeeds in its plan to keep inflation at four per cent.

Some white collar unions, which have grown more and more aggressive during the last decade, claim that present wages do not reflect the importance of, for instance, computer work, and demand extensive changes in their wage structure.

A buoyant medium-term outlook is to be found in a report published recently by the Ministry of Finance. Between 1985 and 1990 unemployment will fall to under five per cent. Gross national product growth will remain at around three per cent, the tax burden will fall to the 1984 level, per capita private consumption will rise

Boom in exports beginning to fade

by 10 per cent and exports will continue to grow rapidly, it says.

The ministry also defines the factors that could make this optimism appear unrealistic: export growth is partly dependent on the international situation, high-technology industries may grow more slowly than predicted, industries may counter growing difficulties in finding well-trained workers and Finnish investment overseas may slow.

Keeping unemployment under five per cent means that 80,000 new jobs must be

created, an attainable goal if one looks at present trends. There are no indications that gap growth of three per cent is unrealistic. Achieving this would mean that gap will be 50 per cent higher in 1990 than in 1977.

The finance ministry's strategy is based on export-led growth, and the crucial years will be 1986 and 1987, because it is estimated that a new upward cycle will begin in 1988. The government will have to take a number of stimulative measures, from lowering taxes to finding ways to increase trade with the Soviet Union, whose share is falling due to the fact that it is barrier trade, and Finns do not find enough to buy from the Soviet Union now that the price of oil is falling.

There is guarded optimism as regards the continued growth of exports. The usually reticent monthly bulletin of the Bank of Finland says that during the past few years Finland's foreign trade performance has been influenced more by demand and non-price factors than by price competitiveness. If the gradual deterioration in cost competitiveness cannot be halted in the near future, there is a risk that cost factors may start to have a detrimental effect on export performance just when markets are expected to weaken.

Economic success has had one curious consequence: the strengthening of some monopolistic or semi-monopolistic tendencies, which are always present in a small economy like Finland's. The country's monopoly legislation is very weak. Last year the government eased the long-standing system of price controls to encourage competitive forces, but the results have proved disappointing.

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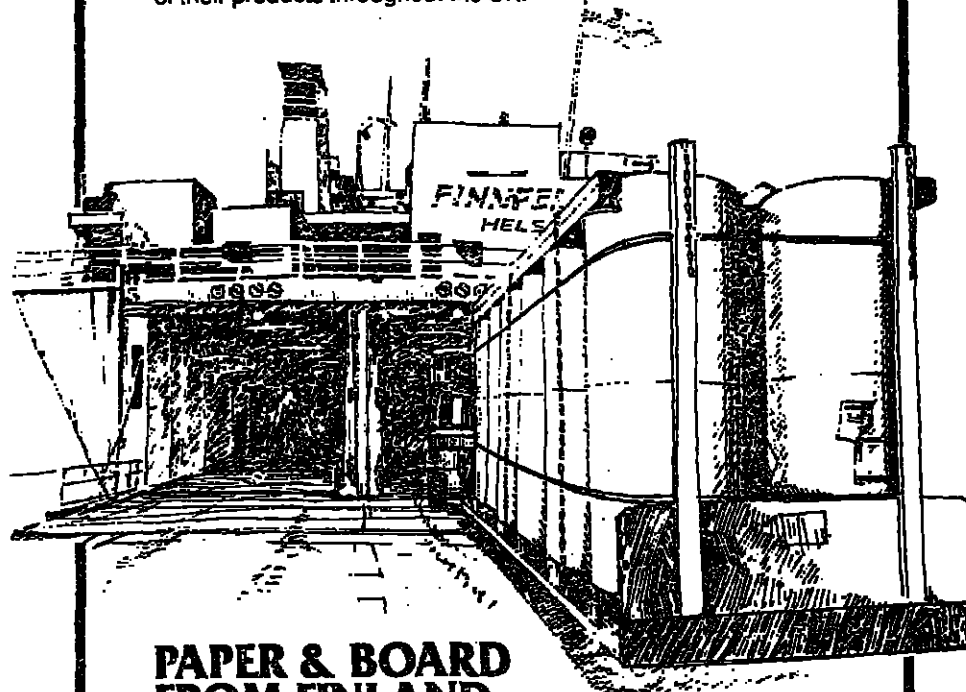
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TRADE, BY COUNTRIES

(millions of Finnish marks) Jan-July 1985*

Area and country	Exports %	Imports %
OECD countries in Europe	55.9	27.827
Britain	10.7	5.333
Denmark	3.8	1.898
France	4.2	2.068
West Germany	9.1	4.520
Netherlands	3.2	1.612
Norway	4.1	2.039
Sweden	12.6	6.266
OECD countries outside Europe	10.5	5.200
Japan	1.6	7.90
United States	6.5	3.227
Commonwealth countries	23.5	11.688
Soviet Union	21.5	10.676
Latin America	1.7	843
Other	8.4	4.174
Grand Total	100.0	48.732

TRADE, BY MAIN PRODUCT GROUPS

(millions of Finnish marks)*

	Exports					Imports				
	Agri- cultural and other primary products	Wood industry products	Paper industry products	Metal, en- gineering industry products	Other goods	Raw materials and intermediate goods	Fuels and lubricants	Finished goods Investment goods	Consumer goods	Other goods
1980	1,403	7,742	15,751	11,546	16,353	38,622	4,068	7,989	7,440	111
1981	2,036	6,852	17,127	14,858	19,435	39,155	5,115	8,877	8,015	106
1982	1,676	6,278	17,502	18,908	18,662	41,144	4,889	9,195	9,130	413
1983	1,723	6,944	18,327	20,211	21,487	44,757	5,006	10,860	10,572	333
1984	2,865	7,145	23,573	22,998	24,323	47,028	5,034	10,993	11,454	173
Jan-July 1985	1,988	4,062	12,858	13,215	13,857	27,028	2,833	6,403	6,503	125
1985*	1,912	3,965	14,849	14,312	14,694	29,594	2,808	6,635	7,412	396

* Preliminary figures
Source: Central Statistical Office, Helsinki

Leaders at calling up hi-tech

Innovation has been one of the factors which have enabled many Finnish engineering and electronic companies to stay ahead of competition from larger Western European countries. Valmet, the state-owned engineering group, has developed all kinds of microprocessor controlled tools for use in the pulp and paper industry, where it holds more than 20 patents. It is also helping to build the world's first all-plastic business jet.

Nokia, the electrical engineering group, has developed a successful mobile radio phone, and is one of the few European companies to have looked at applications for the US Defense

Department's highly secure ADA language software for computers. The company also produces a range of its own design personal computers, which are marketed by the Canadian-based company Northern Telecom. It is also into optic fibres, robotics and automation systems, information services (it was an early pioneer of videodata), power cables and switching gear and it manufactures digital equipment for telecommunications worldwide.

However, its current claim to fame, especially in Britain, is perhaps its pioneering achievement in mobile radio telephone

communications.

The Nordic countries have one of the most technically advanced radio-phone systems. It is possible to call anywhere in the world using the NMT (Nordic Mobile Telephone) cellular radio system, a radio telephone network which uses a number of small base stations which "hand" the signal on from one defined area, or cell, to another.

Mobira, a wholly-owned subsidiary of the Nokia group which now employs 27,700 people, has been developing communications systems for some years. The rapid demand for improved mobile car phones

has opened up many markets for what was once regarded as something of a luxury. Mobira, which has established its British headquarters at Cambridge, claims to have 27 per cent of the UK mobile cellular phone market.

The car phone comes in a number of versions. One includes the "Talkman", which is a self-contained unit with its own battery pack and weighs under 5kg. It can be placed in the car or removed to home, office - or boat - and still keep the subscriber in constant contact with the world's main telephone systems.

Diversification has also been a key factor for Finnish companies. A prime example is Outokumpu, whose flash smelting technology has given the company a world lead. In addition, the company has spent 15 years developing highly complex electronic equipment for metallurgical analysis.

Another company, Lohja, which started off in construction material, now has a rapidly expanding electronics division specializing in high-tech elec-

Think tank is envy of neighbours

tronic illuminated display systems - electroluminescence. Lohja believes its research may lead to the replacement of conventional cathode ray tube display-type terminals.

One of the oldest and first companies to venture into electronics was Vaisala, which supplies more than half the world's airport meteorological systems. Back in the 1920s Professor T. Vaisala, founder of the company, invented one of the first radio sondes, a device attached to a balloon which monitors the upper atmosphere. Last year the company had net sales of more than £20 million, of which 97 per cent was earned from exports.

The heart of much of Finland's innovation is to be found in the VTT - the national technical centre on the outskirts of Helsinki. This is the country's major science "think tank". There research groups look at everything from energy conservation and management to ice-breaking technology and NMR, nuclear magnetic resonance imaging.

The VTT is one of the major brain banks in the Nordic world, an institution envied by Finland's economically larger neighbours. It is only by probing many different areas and developing what are often very special technological skills that Finland has been able to carve itself a hi-tech niche in an ever-more competitive world.

MF

The Big Drive!

KEKE ROSBERG

Formula 1 driver
World Champion in 1982, no. 3 this year
5 grand prix firsts

TIMO SALONEN

Rally driver
World Champion in 1985
4 firsts in World Championship rallies

MARKKU ALEN

Rally driver
1978 winner of RA Cup (which became the world championship the following year)
12 firsts in World Championship rallies

ARI VATANEN

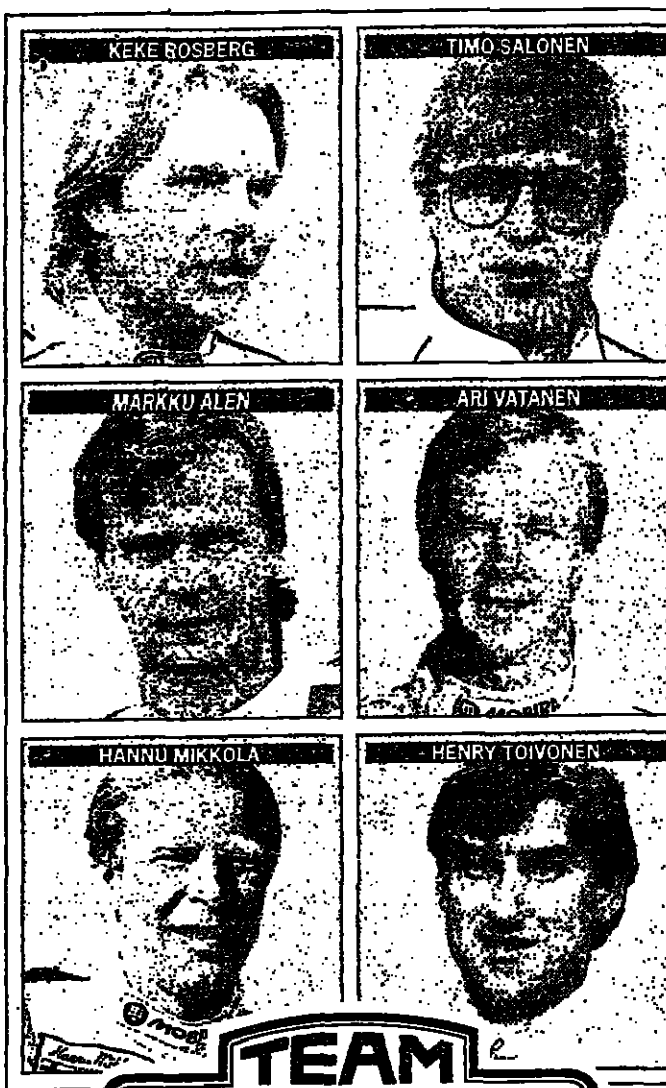
Rally driver
World Champion in 1981
10 firsts in World Championship rallies

HANNU MIKKOLA

Rally driver
World Champion in 1983
17 firsts in World Championship rallies

HENRY TOIVONEN

Rally driver
Runner-up in World Championship in 1984
1 first in World Championship rallies
All top Finnish drivers with a Big Drive to win.



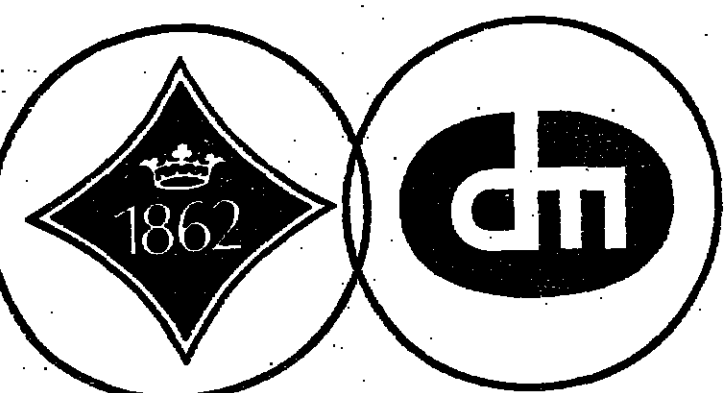
TEAM FINLANDIA

The Big Drive for top performance and top quality! Team Finlandia is one of the vehicles by which Finnish industry's rapid international expansion is being publicized. And who could be better standard-bearers for the team than our internationally famous motor sports stars? NESTE is a Team Finlandia member.

NESTE ENERGY & CHEMICALS & SHIPPING

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Tikkurila-Macpherson



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.... A household name with the Cover Plus brand of decorative paints and Macpherson's trade paints... Leading the field with multi-colour paints, tinting systems, self-release in-mould coatings, powder finishes and a multitude of other specialist industrial paint products.

.... A marriage of Finnish and British technology, investment, innovation and customer service.

.... Tikkurila and Macpherson are member companies of the Kemira Group - Finland's foremost chemical company.

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Trade 01-278 9161/5

PERSONNEL SECRETARY

Total Oil Marine plc, is a subsidiary of a major worldwide energy group. It is a substantial North Sea operator currently involved in an exciting £500 million oil and gas project.

If you are a mature and competent Secretary, who may have worked previously in a Personnel Department or who is looking for a chance to make a personal contribution to a lively and professional team, this is an interesting opportunity.

You will have sound secretarial experience with excellent shorthand, typing and word processing skills, and a talent for organisation. You will also be accustomed to working within a busy and occasionally pressurised environment, and able to exercise discretion and diplomacy at all times.

As part of a multinational group, we offer an attractive salary and benefits package including a year-end bonus. BUPA membership, luncheon vouchers and a season-ticket loan scheme.

Please send your cv to Jennie Baker, Assistant Personnel Officer, Total Oil Marine plc, Berkeley Square House, Berkeley Square, London W1X 6LT.

TOTAL
Bringing energy ashore

MEDICAL SECRETARY

St Stephen's Hospital, London, SW10

Urgently required - to work with our Consultant Neurologist and Consultant Psychiatrist and their teams.

The Secretary is seen as an important link for these teams - who will be relying on you for the smooth running of the Unit.

You will be dealing with all correspondence; liaising between Doctors and other hospital staff and attending outside enquiries. There will be some contact with patients' relatives.

A caring nature and sensitivity are seen as important qualities.

You should be a good shorthand/typist (50/60 min.), with audio.

We offer a pleasant office environment and the opportunity of working in this busy General Hospital which is sometimes hectic but has a reputation for friendliness. Situated near the Kings Road, Chelsea - a very attractive area of London.

Starting salary: £8,201 p.a. rising to £7,275 p.a. + Max £9,400 p.a. proficiency allowance.

If you would like to know more please contact our Personnel Department on: 01-352 8181 Ext. 605.

Closing date: 30th December, 1985.

THE GRUBB INSTITUTE

ADMINISTRATOR for the Centre for Explorations in Social Concern to include all back-up services, organising seminars and group relations conferences, facilitating the work of groups and individuals.

TEAM SECRETARY for Institute projects in education, probation, industry, churches, etc. Responsible for all office back-up. Would interest social science graduate.

Applicants will be enthusiastic about using modern office technology, active in concern for social issues, and have sound secretarial skills.

Write with full cv to: Jean Hutton, Executive Officer Personnel, The Grubb Institute, Cloudestrey Street, London N1 0HU.

INTERNATIONAL PLANNED PARENTHOOD FEDERATION

SENIOR SECRETARY

Salary: £8,400 per annum

Are you interested in working in a busy, friendly personnel department for a major non-governmental organization concerned with population issues on a global scale?

The head of personnel and administration requires a senior secretary with excellent shorthand/typing skills, used to dealing with staff at all levels.

Applicants should be educated to 'O' level standard to include English language, with minimum of four years secretarial experience, to include some at a senior level. Word processing skills are desirable.

Benefits include: 22 days holiday per annum, season ticket loan, free private medical scheme, pension fund, flextime.

For further information, please telephone 01-839 2911 ext. 220, Joan Macleod, Personnel Department, L.P.P.F., 18-20 Lower Regent Street, London SW1Y 4PW.

INTERNATIONAL PLANNED PARENTHOOD FEDERATION

RECEPTIONIST

£8,500

International management consultancy with superb offices in W2 needs an immaculately presented receptionist for their stunning reception hall. Your responsibilities will involve greeting visitors, handling conference room bookings, arranging lunch, hotel and theatre bookings, reception maintenance and answering two internal telephones. Age 25-30. Please call 434 4512.

Crone Corkill
Recruitment Consultants
99 Regent Street, W1

PROPERTY CHIEF EXECUTIVE

requires SECRETARY

Our Property Executive and his Secretary who can work under pressure and be prepared to use initiative. Full knowledge of skills and WP experience a must. Based in central London. Please telephone: 01-379 3816.

MRS LINDA D. M. LEES
01-946 5522

Premier Squash League 1984/5

The Squash Rackets Association is seeking additional support within its expanding Competition and Coaching departments. Applications are invited for the following positions:

Competition Assistant: An enthusiastic and energetic sports-oriented Assistant with shorthand/typing qualifications is required to assist the Competitions Manager. Word processor experience would be an advantage, and a willingness to travel and work long hours at major championships is essential.

Competition/Coaching Clerk: Clerical experience and an ability to type are required for this position which involves varied work both in the office and at tournaments and coaching courses. An interest in sport would be an advantage.

The SRA offers competitive salaries and conditions of service for both positions which are available immediately. The Association's friendly offices are in Victoria, and applicants should send a letter and a CV to:

The Personnel Officer, Squash Rackets Association
Francis House, Francis Street, SW1P 1DE

Applications should include details of current salary where appropriate, and envelopes should be marked C.A.C.

RIVERSIDE HEALTH AUTHORITY

Westminster Hospital

PA/ SECRETARY

£7,275-£9,169

An experienced Personal Assistant with organising flair and sound secretarial skills required by the Director of Finance. The position is a sensitive one calling for tact and diplomacy and is likely to appeal to the industrious and imaginative self-starter who can think and write clearly and effectively.

Applications in writing to: DIRECTOR OF FINANCE
Riverside Health Authority, 17 Page Street, London, SW1P 4AB
Closing date: 30th December, 1985.

Somerset County Council

Well-qualified experienced Secretary required to work with the Chairman of County Council and the County Solicitor.

Salary: £7,920 rising to £8,697 per annum.

Applications form and further particulars from Don Ruffell, Room A105, County Hall, Taunton TA1 4DY (Telephone 0823 73451 or 55029).

Closing date: 9th December

INTERNATIONAL PLANNED PARENTHOOD FEDERATION

SENIOR SECRETARY

Salary: £9,360 per annum

Are you interested in working in a busy regional bureau for a major non-governmental organization concerned with population issues on a global scale?

The regional director, Africa bureau, requires a senior secretary with excellent shorthand/typing skills, used to dealing with staff at all levels.

Applicants should be educated to 'O' level standard to include English language, with minimum of four years secretarial experience, to include some at a senior level. Word processing skills, together with a knowledge of Africa desirable.

Benefits include: 22 days holiday per annum, season ticket loan, free private medical scheme, pension fund, flextime.

For further information, please telephone 01-839 2911 ext. 220, Joan Macleod, Personnel Department, L.P.P.F., 18-20 Lower Regent Street, London SW1Y 4PW.

INTERNATIONAL PLANNED PARENTHOOD FEDERATION

£9,300

Personal Secretary, Admin Assistant 25-28. Experience in personal and internal secretarial procedures essential. Liaise with various departments of Employment. Own correspondence on Wang VP. Responsible for personal mail. Must be able to ensure smooth running of office. Pleasant City Centre.

Please call 734 3789 or 437 8476
133 Oxford St., 2nd Floor

PROPERTY

£10,000

SHOREDITCH

Property Secretary, Admin Assistant 25-28. Experience in personal and internal secretarial procedures essential. Liaise with various departments of Employment. Own correspondence on Wang VP. Responsible for personal mail. Must be able to ensure smooth running of office. Pleasant City Centre.

Telephone Melanie
486 4192

Group Secretarial Supervisor

Central London

c £11,000 + overtime

Arthur Andersen & Co. is one of the largest firms of accountants, with an enviable reputation for employing only the best.

Our Tax Division is responsible for providing a comprehensive consultancy service to a range of clients both corporate and personal.

We are currently seeking a Secretarial Supervisor who, in addition to providing a full secretarial service to one of 5 Group Heads, is also responsible for the day-to-day work allocation and supervision of 9 other secretaries in the Group.

Aged 26+, you will be lively and enthusiastic with 2 to 3 years proven supervisory and administrative experience. The ability to communicate at all levels, work under pressure and remain calm in the face of adversity are essential prerequisites for this role. Your oral and written communication skills will be excellent, as will your secretarial skills (100's, h-70 audio).

If you have been awaiting the opportunity for a challenging role in a happy and stimulating environment, please send a detailed curriculum vitae (enclosing a daytime telephone number) to:

Mrs Maggie Hennessy, Recruiting Officer,
Arthur Andersen & Co.,
1 Surrey Street, London WC2R 2PS.

ARTHUR ANDERSEN & CO

CHARTERED ACCOUNTANTS

International advertising sales person

For an international publishing company required working principally in FRANCE, ITALY and SWITZERLAND.

Applicant must be fluent in French (and preferably in Italian) and have experience in advertising sales.

This position will be based in central London. Good salary and car provided.

Immediate start preferred.

All replies strictly confidential.

Contact Box No 0466L The Times.

SECRETARY/PERSONAL ASSISTANT

Managing Director of young sales team in busy Kensington office of French Multinational Company and who's travelling constantly, urgently requires a Secretary. Besides from having experience in the Commercial Industry, you should also have some knowledge of general accounting procedures. Frequent customer contact and office and sales administration included in the duties. Age 25+, Salary a.a.e. £9,000-£14,000 p.a.

Please apply with current C.V. and telephone contact number to:

THE MANAGING DIRECTOR, O.F.I.C. (GB) LTD,
Earley House, 4 Uxbridge St, Farm Place,
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Tel: 01-727 9533

INTERVIEW/TEMPORARY

CONTROLLER

required for busy City catering bureau. Agency experience preferred.

Salary negotiable.

Ring 01-622 8222 or 01-634 6497 after 6 pm.

IS THIS YOU?

Initiative, flair, alertness, attention to detail, helpful telephone manner, cheerful, enjoy meeting people, enthusiastic, good organizer, 5/4/80+, Typ 60+, age 18-24.

... Then you will enjoy working in the advertising and P.R. world!

Salaries start at £7,500/£8,000

Please call Jennifer for more details

01-734 9808

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PLAIN SAILING?

Disappointed with your current position? We are looking for people who are ready to move on to a new challenge. We offer a variety of opportunities in the advertising and P.R. world. Salaries start at £7,500/£8,000. Please call Jennifer for more details.

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SUPER SECRETARIES

01-837 0666

EXPANDING EXHIBITION ORGANISERS

This expanding company in Earls Court has two interesting openings for a bright, college leaver and a more experienced person to help in organising and planning a wide variety of exhibitions including fashion, fine art and home furnishings. You will be involved in liaising with artists and exhibitors, so you must be friendly, confident and personable. Good shorthand and typing essential. To 27,500 neg and free lunches.

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CREATIVE YOUNG SECRETARIES, needed in various offices. Good shorthand and typing essential. To 27,500 neg and free lunches.

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PROPERTY SECRETARIES, required for residential estate agents in central London. Must be able to deal with clients and have previous experience preferred. Some sales experience ideal. Some experience in shorthand and typing essential. Must be able to use a word processor. Please call 734 3789 or 437 8476.

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Edited by Peter Dear
and Peter Davalle

Today's television and radio programmes

IP claims
idemnity
offer
to Sipra

Anthony Reins
Legal Correspondent

of the main action in
the case is that the
claimant is entitled to
a sum of £100,000 in
idemnity for the loss of
her business. The claimant
is a woman who has been
operating a business for
many years. She claims
that the defendant has
caused her to lose her
business. She is asking
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- ### BBC 1
- 6.00 **Cee-fax AM**
 - 6.50 **Breakfast** with Dr David Owen as guest of the day. Weather at 6.55, 7.25, 7.55, 8.25 and 8.55; Regional news, weather and travel at 8.57, 9.27, 9.57 and 10.27; national and international news at 7.00, 7.30, 8.00, 8.30 and 9.00; a review of the day's news at 9.57. Plus: Zoe Brown's teenage report; Glynis Christian with a recipe; and Richard Smith's 'phone-in medical surgery'.
 - 9.20 **Write Now!** Lesson six of the letter writing course (r). (Cee-fax). 9.30 **House of Lords** (r). 9.45 **Cee-fax**. 10.30 **Play School**, presented by Chloe Ashcroft with guest, Robin Kingsland.
 - 12.30 **News After Noon** with Frances O'Keefe and Maura Stuart. Includes news headlines with subtitles. 12.55 Regional news and weather.
 - 1.00 **Pebble Mill** at One with Bob Angley, Marion Foster and Paul Coe. There are items from Jill Crawshaw on holidays - including one that could show a profit from the Rev Roger Royle about people who have overcome serious problems; and a preview of the new wildlife series, *Kingdom of the Ice Bear*, from Mike Salisbury and Hugh Miles of the BBC's *Natural History*. 1.45 **Hockey** Club. The See-Saw programme for the very young (r). 2.00 **Cee-fax**. 3.55 **T.V. Tea** Time television for the young. 4.10 **Godzilla**. Cartoon adventures of a prehistoric beast (r). 4.30 **Ulysses** 31. Animated Science fiction series.
 - 4.55 **John Craven's Newsworld**. 5.05 **Blue Peter**. Janet Ellis is the Stroud-on-Avon home of butterfly expert Clive Farrell who has recreated a jungle in a giant glasshouse (Cee-fax).
 - 5.35 **Mastermind**. Angela Ripston presents another round of the general knowledge.
 - 6.00 **News** with Sue Lawley and Andrew Harvey. Weather.
 - 6.30 **London Page** presented by Paul Jordan and Janice Long.
 - 7.30 **EastEnders**. Dads thinks that she knows the identity of the obscene telephone caller while Den and Wicky lay plans to trap Nick Cotton (Cee-fax).
 - 8.00 **Tomorrow's World**. Howard Stabler attempts to control the studio lights by using a brainpower. There are details of a new alarm designed to keep tabs on a wandering child; a visit to a house being built underground in rural Devon; and a report on a new type of car that lights up.
 - 8.25 **Happy Families**. The final part of the comedy series and the Fuddle family are at last united at the bedside of old granny (Cee-fax).
 - 9.00 **News** with Julia Somerville and Andrew Harvey. Weather.
 - 9.25 **Just Good Friends**. Panny's estranged husband asks her out to dinner in order to get her to agree to a divorce on the grounds of her adultery. Vince's sudden arrival on the scene to defend her brother shatters Panny to the core (r) (Cee-fax).
 - 10.00 **Question Time**. Sir Robin Day's panel consists of Malcolm Rifkind, Paddy Ashdown, Robin Cook and Rosemary Brown.
 - 11.00 **Maestro**. A profile of Sir John Gielgud, the greatest achievements on the stage track (r).
 - 11.35 **The Interview Game**, presented by Margaret Simonet. Interviewing is a documentary film of men and women on training courses, revealing patterns that recur in the majority of job interviews (r).
 - 12.00 **Weather**.

- ### TV-am
- 6.15 **Good Morning Britain** presented by Nick Owen and Anneke Rice. News with Jane Irving at 6.17, 6.30, 7.00, 7.30, 8.00, 8.30 and 9.00; exercises at 6.20; sport at 8.00 and 9.00; regional news at 7.25; pop video at 7.55; Elaine Leighton's 'phone-in' at 8.17; Jani Barnett's 'phone-in' at 8.24; Claire Paine on looking after the elderly at home at 8.54.
 - 9.25 **Thames news headlines**.
 - 9.30 **For Schools**, a working day in the life of a butcher. 9.42 **Learning to read** with Bill Oddie. 9.54 **Safety in the home**. 10.11 **Part one of** 'The Human Body' from The Railway Children. 10.28 **The human body: the bloodstream**. 10.45 **A creative look at history**. 11.03 **Exploring environmental science**. 11.20 **Science: energy saving**. 11.57 **The right to vote**.
 - 12.00 **The Giddy Game Show**. Games, competitions and jokes for young people. 12.10 **Puddle Lane**. Puppets series with Neil Fenn. 12.30 **The Subliminal**.
 - 1.00 **News at One** with Leonard Parkin. 1.20 **Thames news**. 1.30 **Falcon Crest**. Drama series about the vineyard owners of California. 2.25 **Home Croquet Club**. The recipe for Rich Bakewell Tart. 2.30 **Daytime**. From Belfast, a discussion on the Anglo-Irish agreement. 3.00 **Take the High Road**. Mrs Mack and Ellie Barker over an item of gossip. 3.25 **Thames news headlines**. 3.30 **Sons and Daughters**.
 - 4.00 **The Giddy Game Show**. A repeat of the programme shown at school. 4.10 **Thames at the Tenth**. 4.20 **Scouties**. Cartoon series. 4.45 **Murphy's Mob**. Serial about the young supporters of a Third Division football club.
 - 5.15 **Thames Sport**. John Curry previews next week's British Figure Skating Championships; Brian Moore talks to boxer Sylvester Ntutu; and there are highlights of yesterday's World Cup football matches.
 - 5.45 **News** with Michael Nicholson. 6.00 **Thames news**.
 - 6.25 **Help! Viv Taylor** goes with news of Freddie Doherty, a telephone information line on Social Security benefits.
 - 6.35 **Crossroads**. There is a dual in the news.
 - 7.00 **Emmerdale Farm**. Where has Harry Mowlem acquired his new-found wealth?
 - 7.30 **Give Us a Clue**. Celebrity mime game presented Michael Parkinson. One Stubbs is joined by Honor Blackman, John Wood, and Jenny Lee. 7.40 **News**. Lionel Blair's team is Richard Baker, Derek Griffiths and Alfred Marks.
 - 8.00 **The Benny Hill Show**. A compilation from the best sketches of previous series.
 - 8.30 **Mickey Spillane's Mike Hammer**. Deadly Prey. The detective investigates a case involving smuggling and murder.
 - 9.30 **TV Eye: Volcano**. Why did the Eyre volcano disaster claim 25,000 lives? Peter Prendergast talks to survivors, volcanologists, and experts on volcanoes.
 - 10.00 **News at Ten** with Sandy Gall and Pamela Armstrong.
 - 10.30 **Cockney Darts Classic**. The semi-finals of the competition that attracted an entry of some 10,000 players from 500 London pubs and clubs.
 - 11.15 **Pink Trapped** (1973) starring John Wood. A man-for-television thriller about a man trapped alone in a department store who is being stalked by killer dogs. Directed by Frank De Felitta.
 - 12.00 **Night Thoughts**.



John Boorman: Money into Light. BBC2, 7.20pm

Given its subject matter, there is something surprisingly level-headed about *MONEY INTO LIGHT* (BBC 2, 7.30pm). Ruth Jackson's documentary about those young ladies who wear the minimum of clothing for the benefit of the maximum number of readers of tabloid newspapers. Only rarely does the local commentary stop to double-entendre ("This Page 3 girl is way out in front"). In any case, what need to labour the point about the essential dross of the tabloid business when we hear the editor of one tabloid explaining that the sole object is to make people smile, or when we listen to Miss Samantha Fox (wearing the pin-up to a parastic thump "we live off newspapers, and they live off us"). Those among us who are not qualified to make definitive judgements on such matters, will

have to accept the word of the three former Page 3 girls who, studying the form of their successors, conclude that there is no longer any mystery, or finesse, or sensuality about the pin-up, and that there must be something in the air that gives Page 3 girls from the North of England such formidable vital statistics.

My roots are in route, says film director John Boorman, making one of his rare sallies into word-play. In Steve Poole's documentary *MONEY INTO LIGHT* (BBC 2, 7.20pm). He is talking about his tireless existence, including his recent long stay with Amazon jungle tribes while filming *The Emerald Forest*. Mr Poole shows Boorman retracing his artistic roots through West Country

tribalism. It was in and around Bristol in the 1960s that Boorman, then a TV director, made a handful of drama-documentaries that marked him out as a film-maker who knew that, when it came to plots, the best scripts were in accidental real-life. There was the cocktail party where pseudo-intellectualism flowed as freely as the drinks. And, at a more advanced level, there was the inter-cutting between *Shane* and a village cricket match, to make a point about all heroic fantasy having a common denominator. Where I think Mr Poole goes slightly off course in this most imaginatively made film is that he assumes we know as much about Boorman's movies (*Point Blank*, *Deliverance*, *The Emerald Forest*) as he does. The relevance of the film clips is often a question of guesswork.

Peter Davalle

- ### BBC 2
- 9.00 **Cee-fax**.
 - 9.30 **Daytime on Two**. Maths: geometric progressions and numbers as codes. 9.58 **Thinkabout 10.15 Science**: stability. 10.38 **Science cells**. 11.00 **History: the Great Fire of London**. 11.22 **English: improvised scripts**. 11.45 **Statistics: simulation**. 12.05 **Lesson eight of the Italian conversation course for beginners**. 12.30 **Learning to play the folk guitar**. 12.45 **India's large and small-scale industries**. 1.20 **Spanish conversation**. 1.38 **The third and final part of a dramatization about life in 17th-century Scotland**. 2.00 **For four- and five-year-olds**. 2.15 **Music: measuring speeds with a metronome**. 2.40 **Why the Japanese attacked Pearl Harbor**. 3.00 **Cee-fax**.
 - 5.25 **News Summary** with subtitles. Weather.
 - 5.30 **The Journey**. Playwright Peter Taroni and reporter Dennis Skidmore continue their journey by gypsy wagon along the old pilgrim's route from Winchester to Canterbury (first shown on BBC South).
 - 8.00 **Star Trek: Captain Kirk** and his crew are holidaying on a planet where violence has been abolished. It comes as a bit of a shock when three women are murdered in the desert space of time and even more of a surprise when the Enterprise's chief engineer, Scotty, is accused of the deeds (r).
 - 8.50 **Floyd on Flak**. Keith Floyd sings the praises of sprouts and asparagus (first shown on BBC South West).
 - 9.20 **Money into Light**. A profile of film director John Boorman. (First shown on BBC West) (see Choice).
 - 9.30 **Soviet Television: Fact and Fiction**. The first of two programmes presented by Peter Fiddick about television in Russia. With contributions from both British and Russian television journalists.
 - 9.40 **Alas Smith and Jones**. Mel and Griff with another selection of sketches and deep and meaningful conversations.
 - 9.50 **40 Minutes: Page 3 Girls**. What motivates a young woman to want to appear topless in a national newspaper? The cameras follow the fortunes of one such 16-year-old from Richmond, Surrey, interviewed by her idol, Samantha Fox; and talks to three of the first glamour models of the Seventies - Nina Carter, Jill Johnson and Vivien Nease (see Choice).
 - 10.10 **Black Silk**. Part three of the drama serial about a black barrister practising in London.
 - 11.00 **Newswatch** includes a report by Peter Snow in Geneva on the latest news from the Summit Meeting.
 - 11.45 **Weather**.
 - 11.50 **The Lords Today**. Christopher Jones with highlights of the day's business in the Upper House. Ends at 12.10.

- ### CHANNEL 4
- 2.35 **Film: 'Tummy Pilot'** (1944) starring Bernard Miles and Rosamund John. Gentle comedy about a convalescent airman and nurse who struggle to protect a pair of rats nesting in a Cotswold meadow from all manner of predators - least a convoy of tanks. Directed by Bernard Miles and Charles Rosamund.
 - 4.05 **Film: 'And So To Work'** (1936). A comedy starring Russell Waters as a commuter struggling from his bed to face the rush hour. Directed by Richard Massingham.
 - 4.25 **Film: 'Rush Hour'** (1970) A British Rail short about Waterloo Station between 8.20 and 9.20 in the morning.
 - 4.30 **Countdown**. Yesterday's winner is challenged by Honey Russell from Kingston-upon-Thames.
 - 5.00 **Film: 'Cluny Brown'** (1946) starring Jennifer Jones, Charles Boyer and Peter Lawford. Romantic comedy about a young woman domestic who is the object of two men's love above and below stairs, of a Hollywood English country house. Directed by Ernst Lubitsch.
 - 6.50 **Musical Paintbox**. An animated film, made in 1945, presenting typical scenes of a Welsh life set to traditional Welsh songs.
 - 7.00 **Channel Four news** with Peter Sissons and Alastair Stewart.
 - 7.50 **Comment**. The third and final speaker, talking on subjects connected with the news. Summit Meeting, the British defence and weapons expert, Mary Kaldor. Weather.
 - 8.00 **The People Trade**. Penultimate programme in the series investigating the worldwide job market from the workers' point of view compares the lives of the unemployed in Britain with those in the Third World.
 - 8.30 **Rebels of Darkness: Hidden** drama documentary set in the 1930s when French cave explorer Norbert Coster discovered and explored a spectacular cave in the Pyrenees.
 - 9.30 **Film on Four - Take 2: Nelly's** Version (1983) starring Eileen Atkins. A mystery thriller about a middle-aged woman who checks into an English country hotel. She remembers nothing about her past - not even her name, and signs herself Nelly Dean, the first name that comes into her head. When she opens her suitcase it is stuffed with a fortune in bank notes. From then on a series of unexplained events take place. Directed by Maurice O'Connell (r) (Oracle).
 - 11.25 **Tongues of Fire**. The first of six programmes, presented by Karen Armstrong, in which leading theologians of different faiths discuss the role of religion in the world. The first guest is D.M. Thomas. The first guest is D.M. Thomas. The first guest is D.M. Thomas.
 - 11.50 **Fairy Secret Army**. Comedy series (r) Ends at 12.20.

- ### CHOICE
- On long wave, also VHF stereo.
 - 5.55 **Shipping 5.00 News Briefing**: 5.10 **Farming**. 6.25 **Prayer**. Today, 6.30, 7.30, 8.30 News. 6.45 **Business News**. 6.55, 7.55 **Weather**. 7.00, 8.00 News. 7.25, 8.25 **Yesterday**. 7.45 **Thought for the Day**. 8.35 **Yesterday**. 8.57 **Weather**. Travel. 9.00 **News**.
 - 9.05 **The Living World** (Peter France): includes reviews of new wildlife books and a report on a radio-tracked badger (r).
 - 9.35 **In Business** (Peter France) (r). 10.00 **News**. Medicine Now. Geoff Watts on the death of medical care (r).
 - 10.30 **Story**. Dirty Money, by Harry Towse, who also reads it. 10.40 **An Act of Worship**. 11.00 **News**. Travel. You'll Never Be 16 Again. Youth culture since the war, traced in montage documentary form (r).
 - 11.48 **News**. The Labour of Hercules. Vincent Kane follows Hercules' adventures in Britain in the summer. 12.00 **News**. You and Yours. With John Howard.
 - 12.27 **My Music**. Steve Race chairs the panel game. With John Armit, Frank Muir, Ian Wallace and Denis Norden (r) 12.55 **Weather**. 1.00 **The World at One**. 1.25 **Shipping**. 2.00 **News**. Woman's Hour. Jenny O'Leary investigates Ray's Syndrome, a rare disease that can kill children. Also episode nine of *The Journal of Edwin Carp*, read by Ian Lavender.
 - 3.00 **The Labour of Hercules**. A play by the Society, by J.C. Wilscher. With Laurence Naismith and Frank Thornton. An investigation into the death of the chairman of a building society reveals some unusual details about his style. (r).
 - 4.00 **News**.
 - 4.05 **Bookshelf** with Hunter Davies. How a publisher's rep sells his wares. And a profile of Stephen Spender (r).
 - 4.35 **TeleScope**. Arts Magazine with Paul Allday. Includes comment on Andre Brink's book.

FREQUENCIES: Radio 1: 105.3kHz/285m; Radio 2: 69.3kHz/433m; Radio 3: 121.5kHz/247m; VHF 90-92.5; Radio 4: 200kHz/150m; VHF 92-95; LBC 115.2kHz/261m; VHF 97.3; Capital: 154.8kHz/194m; VHF 95.8; BBC Radio London 145.8kHz/206m; VHF 94.9, World Service MF 648kHz/463m.

- ### Radio 4
- 5.00 **Pik**. News Magazine. 5.50 **Shipping**. 5.55 **Weather**. 6.00 **News**. 6.30 **Michael Parkinson** celebrates his 50th birthday with the help of the BBC Sound Archives (r).
 - 7.00 **News**.
 - 7.05 **The Archers**.
 - 7.20 **Any Answers?** responses to last week's Any Questions.
 - 7.40 **Books**. The Chained World. Browsing through Ian Fleming's collection of first editions. Heather Briscoe finds a copy of *Smuggler's Daughter*. The interpretation of *Dr. Jekyll and Mr. Hyde*.
 - 8.10 **Social Ten Years On**. Robert Graham on Spain 10 years after Franco's death (r).
 - 8.40 **Profile**. A portrait of the comedian Alexei Sayle.
 - 8.50 **Doors**. The last of a series for disabled listeners and their families.
 - 9.30 **Glyn Worsnip** with recordings from the BBC Sound Archives.
 - 9.45 **Kaleidoscope** includes a report on the exhibition in the National Gallery, Washington, of treasures from 500 years of private British collections.
 - 10.15 **A Book At Bedtime**. Private of Stigmatised. By R.S. Surtees (14). Read by John Franklyn-Robbins. 10.29 **Weather**.
 - 10.30 **The World Tonight**.
 - 11.15 **The Financial World Tonight**. Today in Parliament.
 - 12.00 **News**. Weather 12.30 **Shipping**. 12.55 **Thought for the Day**. 1.00 **News**. 1.25 **Shipping**. 2.00 **News**. 2.15 **Weather**. 2.30 **Thought for the Day**. 2.45 **Thought for the Day**. 3.00 **News**. 3.15 **Weather**. 3.30 **Thought for the Day**. 3.45 **Thought for the Day**. 4.00 **News**. 4.15 **Weather**. 4.30 **Thought for the Day**. 4.45 **Thought for the Day**. 5.00 **News**. 5.15 **Weather**. 5.30 **Thought for the Day**. 5.45 **Thought for the Day**. 6.00 **News**. 6.15 **Weather**. 6.30 **Thought for the Day**. 6.45 **Thought for the Day**. 7.00 **News**. 7.15 **Weather**. 7.30 **Thought for the Day**. 7.45 **Thought for the Day**. 8.00 **News**. 8.15 **Weather**. 8.30 **Thought for the Day**. 8.45 **Thought for the Day**. 9.00 **News**. 9.15 **Weather**. 9.30 **Thought for the Day**. 9.45 **Thought for the Day**. 10.00 **News**. 10.15 **Weather**. 10.30 **Thought for the Day**. 10.45 **Thought for the Day**. 11.00 **News**. 11.15 **Weather**. 11.30 **Thought for the Day**. 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Gorbach and Reagan set to sign agreement

GENERAL APPOINTMENTS

November 21, 1985

The proposals by Professors Brian Griffiths and Hugh Murray to privatise post-graduate business schools have triggered widespread discussion within the schools and elsewhere. Their charge that the business schools are too "academic" is not new, but they have gone further in making detailed and radical suggestions for change. Griffiths and Murray want public subsidies to continue for business schools research, and their specific proposals centre on withdrawing taxpayers support from Master of Business Administration (MBA) programmes.

Three of the larger business schools, London, Manchester and Cranfield, can be distinguished from the rest. All three are fairly autonomous, run on undergraduate courses, and earn much of their income from unsubsidised short courses for industry.

These schools claim that they at least are already largely market oriented. In response to market pressure all three have reduced the length of their main post-experience courses for managers, and all have been moving away from "public" short courses towards "in-company" work. British business schools in

total turn-out fewer MBAs than Lord Franks envisaged 20 years ago. He proposed one-year programmes for London and Manchester, but both new schools chose instead to run two-year MBA programmes (in actuality 18 months altogether). As a result their combined output is 200 MBAs every year rather than 400.

In addition, several of the smaller schools may need to expand or merge in order to achieve a critical mass. But no less important than any deficit in numbers may be possible shortcomings in the quality of MBA programmes.

To tell what customers think about MBA programmes, one must first determine who they are: MBA students or their future employers. The two groups may have somewhat different requirements. Students want generally saleable knowledge and skills, whereas companies are likely to require narrower company- or industry-specific knowledge.

The quality of most students entering MBA programmes is fairly high. So the standard of graduating students should also be high, unless business schools are somehow managing to subtract value. A recent report by Professor Peter Forrester concluded that most former students were satisfied with the MBA

With privatization proposals in the air D. R. Myddelton assesses the value of MBA courses in the business schools



programmes they attended. And a comparison of salaries before and after the course suggests that many MBA programmes are indeed currently a good buy for students.

But employers may partly be valuing the schools' selection process or placement service, rather than the programmes themselves. If so, the shorter the courses the better.

Moreover, taxpayers heavily subsidise tuition fees for EEC students. If there were no subsidies, tuition fees for MBA programmes might have to rise by up to £5,000 a year. This would surely reduce the total

their full unsubsidised cost. Then London and Manchester might have to consider cutting the length of their MBA programmes from 18 months to 12 months, as Franks originally proposed.

Labour markets are less than perfect, but MBA students probably can capture, in increased salaries, nearly all of any value added by MBA programmes. If there are few general social benefits ("externalities"), however, then the main argument for continuing to subsidise MBA programmes disappears.

The business schools as a group now advocate expanding the output of MBA programmes. They seem to be assuming that more of their products would clearly be a good thing. The only snag is that taxpayers must finance them. No doubt many other industries could present much the same kind of complacent and self-serving scheme.

Of course there are problems in where to draw the line. Should all MBA programmes, or only some, lose their subsidies? What about other forms of vocational training? My own opinion is that the whole State education system suffers from the same defect as much of British industry.

Too much attention is paid to the interests of producers, and not enough to the interests either of taxpayers or of customers. From that viewpoint, privatizing MBA programmes in business schools might simply be the first overdue step towards letting the market work in respect of all State schooling.

A British Institute of Management report last year stated that British industry sees MBAs as "too theoretical, too mobile, far too highly priced, and too disruptive to other managers".

There might be general agreement on the first point. But individual students, if not companies, may well prize mobility. And corporate employers who pay the "high" salaries to MBAs presumably think them worthwhile. Since few companies now sponsor people on full-time MBA programmes, most students have to find new jobs on the market at the end of their course.

Many schools have recently started part-time MBA programmes, on which most students are sponsored by companies. As a result the emphasis on part-time MBA courses may start to shift from theory to

practice, from analysis towards implementation skills, away from adding knowledge and towards improving personal manager development.

Hence the schools may have to decide whether part-time MBA courses should be "academically equivalent" to the full-time MBA courses. And no doubt company sponsors will be watching to see how many part-time MBAs leave them in the year or two after graduation.

As for MBAs being too disruptive to other managers, this complaint may just mean that MBAs are acting as much needed change-agents. That may upset some sluggish companies, but British industry's overall post-war performance hardly suggests that no change is required.

Indeed the reaction of many business schools to the Griffiths-Murray proposals illustrates the strength of British resistance to change. Hence the need for still more market-based competition to let the healthy blast of Schumpeter's "gale of creative destruction" sweep through British business schools.

Professor D. R. Myddelton is professor of finance and accounting and acting director of the Cranfield School of Management.

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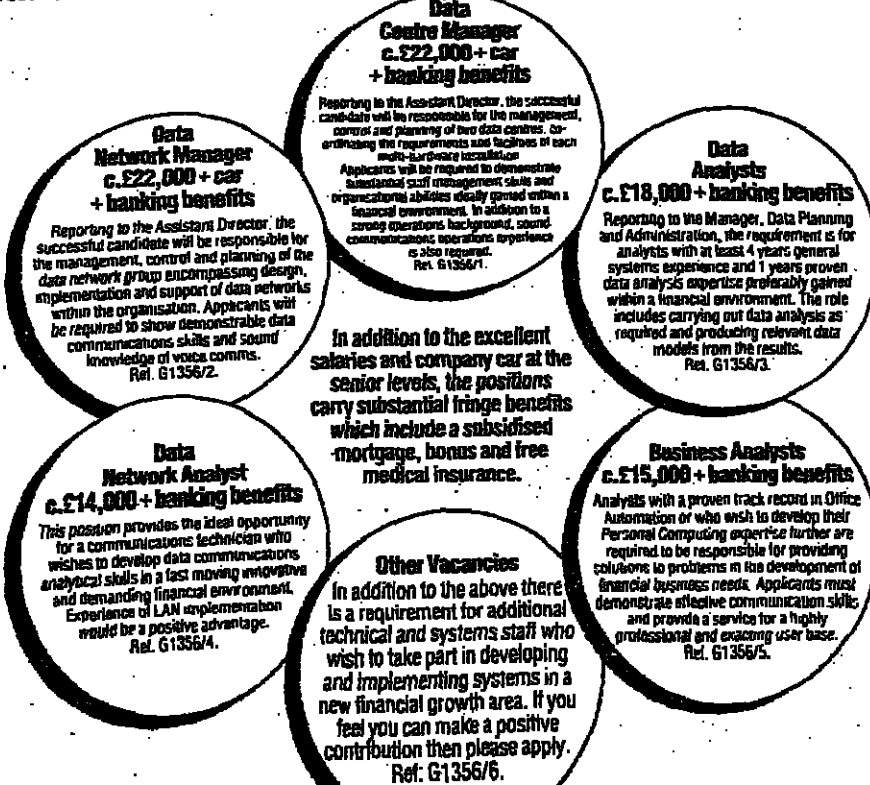
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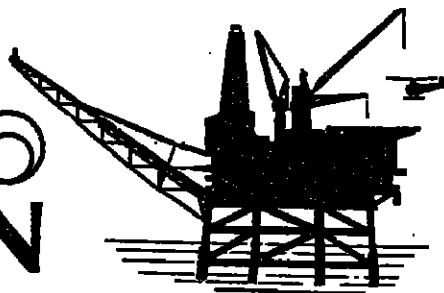
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A member of The Oxford Instruments Group plc.

OXFORD

Personnel Compensation and Systems Specialist

Southern Home Counties

c.£18,000 p.a.



Our client is a major U.S. multi-national in the process industry. Their European operation is centred in the UK.

The job will encompass the maintenance of evaluated salary systems, based on HAY, compensation planning, research and forecasting and the maintenance/development of sophisticated computerised personnel information systems.

The vacancy has arisen through a promotion.

Aged 26-35, candidates must be graduates with experience of U.K. compensation including a good understanding of HAY/MSL (international compensation experience would be an advantage). Experience of and an aptitude towards computerised personnel systems is essential. Numeracy, computer literacy and creativity are essential in this role as is the ambition to move to more generalist personnel positions in the future. Please ring Mark Tullitt, on 01-491 4014 quoting ref 500M for a personal history form, or write to him at:

COURTENAY PERSONNEL LTD.

Management Selection & Personnel Consultants
3 Hanover Square, London W1R 3RD.

RECRUITMENT CONSULTANT THAMES VALLEY

We are seeking a consultant with a successful track record to develop our senior recruitment division in the Thames Valley.

We are a substantial agency group, part of a Public Company with 15 outlets throughout the Home Counties. Our Senior Recruitment Division is well established and the successful candidate will have the necessary entrepreneurial qualities, professional qualifications and experience to expand our business.

Initially the package will be in line with experience and success will be appropriately recognised and rewarded.

Please contact: Michael Blanford.

PERSONNEL SELECTION

NORFOLK HOUSE,

PANNELLS COURT,

GUILDFORD

Tel: Guildford 65353 (24hr answering service)

ESTABLISHED 18 YEARS

TELEVISION ANALOG DESIGN ENGINEER

Our client is a successful, established corporation who design and manufacture an internationally renowned line of video production switchers. Continued commitment to outstanding technical excellence and innovation has created a need for an

Reporting to the Director of Engineering, the successful candidate will provide creative and technically advanced analog circuit design for a series of industry leading products. In addition, this engineering professional will be in a position to directly contribute ideas and expertise to the evolution of these new products.

The individual we seek is a motivated, resourceful specialist with meaningful experience in analog circuit design for television studio equipment. Exposure to related systems and programming is highly desirable.

This is an extremely challenging, unique opportunity to directly contribute to the long term success of this dynamic corporation. Compensation consists of a competitive salary plus a substantial bonus plan and benefits package. To explore this opportunity further, please call or send resume without delay to:

Mr John Williams
F.W.O. Bauch Ltd.
49 Theobald Street, Boreham Wood, Herts.
01-953 0091

IMPERIAL COLLEGE

PETROLEUM RESERVOIR GEOLOGIST

The Department of Geology at Imperial College, University of London, has an immediate vacancy for a Petroleum Reservoir Geologist with recent industrial experience. Appointment will be made at SENIOR LECTURER level, and is supported by industrial funds for an initial period of 4 years. The incumbent will initially be responsible for developing courses in reservoir geology within the Petroleum Geology M.Sc. syllabus, and will work closely with the Petroleum Engineering faculty. He/she will contribute to undergraduate and postgraduate teaching, and will also be expected to pursue research in his/her subject and to maintain close contacts with industry. Salary, according to age and experience, within the scale of £14,136 to £17,705 (under review) plus London Allowance of £1,297 per annum and membership of URS. Applications with curriculum vitae and names of two referees should be sent to:

PROFESSOR N. STONELEY,
Department of Geology, Imperial College of Science and Technology,
Princes Crescent Road, London, SW7 2BP
(01-588 5111 Ext. 5502),
from whom further particulars can be obtained. Closing date 31st January, 1986.

French Speakers

TRAINERS: MEN'S FASHION. Fluent FRENCH plus German, Italian or Spanish, required in addition to an interest in fashion sales and purchasing to embark upon a career in this very interesting field. RESEARCHER able to draft perfectly in FRENCH (other European languages useful) for new post near Heathrow. A degree in political science, law or economics is a likely background as would be experience of E.E.C. legislation.

MARKETING and Public Relations experience allied to absolutely fluent FRENCH (Preferably perfected or acquired whilst working in France) are the qualifications needed for a Computer Software market. Research project in France. £1,000 per month plus expenses.

MULTILINGUAL SERVICES

Recruitment Consultants

22 CHARING CROSS ROAD, WC2

01-836 3794/5

MLS

PRACTICE SECRETARY

Expanding Architectural Practice based in South Manchester, currently employing twenty-two designers, requires an experienced Practice Secretary to head up its Administration Section.

This is a demanding and responsible post which offers the opportunity to exercise proven management and organisational skills. It will require liaison with four Partners and direct responsibility for a secretarial staff of four. The candidate should have a sound knowledge of accounting and office procedures, a direct experience of microcomputer methods, and a high standard of shorthand.

Salary in the region of £10,000, negotiable.

Full curriculum vitae required.

Please reply to Box 2275 L, The Times.

EXPORT MARKETING ASSISTANT Start here for an exciting career in Export Sales/Marketing CENTRAL LONDON £9,000-£10,000

Colgate-Palmolive

- A leading manufacturer of fast moving consumer goods.
- A comprehensive, best selling product range.
- A well established market presence.
- A world of opportunity.

Consider the facts...

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- Join a successful expanding team.
- Train in all aspects of Export Sales and Marketing - providing full Head Office support to Area Sales Managers and their field sales activities.
- Take responsibility for brand analysis, pricing, promotional activity, advertising, media planning and administration.

Now let's consider you...

- Educated to degree level
- Numerate
- At least 1 year's commercial experience ideally in Sales/Marketing
- Confident of your potential to progress

Now the benefits... Initial salary £9,000-£10,000 plus all the benefits you would expect of a large successful company including 25 days holiday and discount on Company products.

Start here...

Please write enclosing full CV, or telephone for an application form to:
Miss Melanie Higgs, Personnel Officer, Colgate-Palmolive Limited, 76 Oxford Street, London W1A 1EH or telephone on: 01-580 2030 Ext. 369.

Work towards the future with
COLGATE-PALMOLIVE

GENERAL APPOINTMENTS

Trade 01-278 9161/5

UK SALES MANAGER

flexible packaging
Shropshire

Star Aluminium PLC, the principal UK subsidiary of a Zurich based multinational group of companies, Swiss Aluminium Limited, is now seeking to appoint a self motivated, career minded specialist as UK Sales Manager for their flexible packaging division.

Reporting to the Sales Director, the primary function of this appointment will be to profitably increase the sales of all the Company's packaging products. The person appointed will take control of the sales force - internally and externally.

Packaging experience would be beneficial and a proven sales management record is absolutely essential.

AREA SALES MANAGER

aluminium foil products
SW England and South Wales

Reporting to the Divisional Sales Manager, the prime function of this appointment will be to profitably increase the sales of all the Company's foil products throughout South West England and South Wales.

The confidence and maturity of mind to liaise with all levels of management will be necessary and a proven ability to sell is absolutely essential. Ideally, applicants should already reside within the Bristol/Bath area.

Competitive salaries, car and other benefits normally associated with a large international group are available.

Candidates who have the determination to succeed in a tough industry, should write, including a detailed career history, to: Derek Newsome, Personnel Manager, at the address below.



Star Aluminium PLC

Stourbridge Road, Bridgnorth, Shropshire WV15 6AW
An equal opportunity employer

MAJOR HOUSING ASSOCIATION WORKING WITH THE SINGLE HOMELESS

DIRECTOR

LONDON Salary c £20,000

The association manages and develops self contained flats and hostels for single people of all ages in Central London. Funded by the Housing Corporation and local authorities, it has provided over 700 bedspaces since its foundation in 1973, and has a continuing development programme to build another 225.

The Director will work with the established management team, co-ordinating housing and financial management services, and having direct responsibility for the development programme.

Candidates will have held a senior position in housing, other public service or in business, and have proven staff and financial management experience. Annual turnover exceeds £1m.

The appointment will be effective from November 1986, as part of a planned re-organisation of the association's management structure. Candidates should be available to take up the appointment from August 1st, 1986, if required.

Write for further information and an application form to Ref SH, 4 Wesley Square, London, W11 1TP.

Closing date for applications December 6th 1985.

The association is an Equal Opportunities Employer.

SALES MANAGER HYDRAULIC PRESSES

P J Hare Ltd, leading manufacturing in the UK of high speed hydraulic production presses, seeks top flight sales manager to succeed retiring director. Successful applicant will have a sound engineering background, a proven record in technical sales management, and will probably be between 30 and 40 years of age.

Since it was founded in 1947 the Company, which currently employs 65 people, has built up a reputation for innovative design, sound manufacturing quality and an excellent customer service resulting from selling direct to industry. The new manager will be building on these firm foundations and expanding the Company's sales in the UK and Eire with a new product range that has already opened up fresh markets. He/she must be a good communicator and able to direct and lead his/her small team of experienced sales engineers from the front. Excellent salary and benefits.



Apply with detailed CV to:
W S Hare, P J Hare Limited
Wington, Bristol, Avon BS18 7NL

FOR SAUDI ARABIA

Following positions are available
for a Telecommunication project

No.	Job Title	Educational Qualification	Experience
126	Technician - MUX Operation	Telecommunication School Graduate	3 years
127	Technician - MUX Transmission	2 year Technical Diploma	3 years
128	Technician - Hardware/Software	Technical Institute Graduate	3 years
129	Specialist - Long Distance	Technical Institute Graduate	3 years
130	Specialist - Long Distance	Technical Institute Graduate	3 years
131	Operations and Maintenance Administration (Planning)	Electrical or Electronic Graduate	3 years
132	Engineer - Long Distance	B.Sc. in Electrical or Electronic Engg.	5 years
133	Operations and Maintenance Administration (Coaxial Cable)	-do-	5 years
134	Engineer - Long Distance	-do-	5 years
135	Operations and Maintenance Administration (Microwave)	-do-	5 years
136	Technician (Coaxial Cable)	Technical School Graduate	3 years
137	Technician (Coaxial Cable)	Technical School Graduate	3 years
138	Specialist - International Network Operation	Secondary School Certificate	4 years
139	Specialist - International Network Tariff System	B.Sc. in Electrical or Electronic Engg.	5 years
140	Specialist - International Network Tariff System	-do-	5 years
141	Specialist - Long Distance Gsm Admin. (Tele Network)	-do-	5 years
142	Specialist - Mechanical System	-do-	5 years
143	Engineer - Facility Planning	B.Sc. in Electrical or Electronic Engg.	5 years
144	Specialist - Terrestrial Planning	Secondary School Certificate	4 years
145	Teletraffic Technician	-do-	3 years
146	Expert International Network Administration	Graduate in Commerce or Business Admin.	5 years
147	Specialist International Traffic Forecaster	Secondary School Certificate	4 years
148	Specialist International Servicing and Repairing	-do-	4 years
149	Specialist - International Network Tariff System	Graduate in Commerce	5 years
150	Specialist - International Network Facilities Engineering & Planning	B.Sc. in Electrical or Electronic Engg.	5 years

Those fulfilling above conditions and can join duty immediately in the event of selection, should send in their applications within 30 days of this advertisement accompanied by a detailed resume and photocopies of educational and up-to-date experience certificates to:



SAUDI ELECTRONIC CIRCUITS LTD.

P.O. BOX 41811, RIYADH 11531
SAUDI ARABIA

REPORTER

Regional TV East
Norwich£15,747
(1 year contract)

We need a lively and experienced Reporter to cover primarily Bedfordshire, Cambridgeshire and Northamptonshire.

The main commitment will be to the nightly news magazine *Look East* but there will be opportunities to service network television.

You will be expected to contribute to programme ideas and to initiate and develop your own material. We are looking for someone with a good journalistic background in broadcasting and an effective performance in voice and vision. (Ref. 5092/T)

PRODUCER (NEWS)

Radio Lincolnshire
Lincoln£9,909 - £13,420
Plus allowance of £971 p.a.

We are looking for a young and enthusiastic journalist to join our news team in covering one of the biggest and most diverse counties in Britain. We need someone with good journalistic experience at sub-editor or reporter level to join a newsroom team working primarily in the preparation and production of the station's news output and current affairs programmes: this includes newsreading, interviewing and reporting and, in addition you may be required to produce feature programmes and take part in announcing duties. You must have a good microphone voice, current driving licence, reliability and enthusiasm. (Ref. 6392/T)

Relocation expenses considered for permanent post.

Contact us immediately for an application form (quote appropriate ref. and enclose s.a.e.) BBC Appointments, London W1A 1AA.
Tel. 01-927 5799.

We are an equal opportunities employer

Materials Manager

Salary Negotiable Company Car

Belling & Company Limited is a successful private company with an established reputation as manufacturers of domestic electrical cooking appliances and are located in Enfield, North London.

Following a reorganisation within the company we are now seeking to appoint a Materials Manager, who, reporting to the Production Director will have the total responsibility for all aspects of purchasing, production planning, scheduling and inventory control.

Candidates must be able to demonstrate sound experience of the above aspects of materials management in a manufacturing environment. You will be aged 28+ with an innovative professional approach, accustomed to working under pressure and a proven ability to implement ideas effectively.

In return we offer a competitive salary plus a company car, Pension Scheme and BUPA membership. Please apply with detailed CV to Edward Runciman, Company Personnel Manager, Belling & Co. Ltd., Bridge Works, Southbury Road, Enfield, Middlesex EN1 1UF.

Belling

TRAINEE INTERVIEWER

The City has been transformed in recent months and expansion will continue in the foreseeable future.

The MacLellan Mack Group of companies has always invested heavily in research to determine changes in the market place and specific recruitment needs of our clients.

We now need to expand the City consultancy team with an outstanding interviewer who enjoys an innovative and stimulating environment.

Working closely with Senior Consultants you will gain a thorough grounding in current trends, financial institutions etc. and use this expertise in dealing with both applicants and clients.

You must demonstrate commercial awareness, a familiarity with the financial sector and a desire to pursue a City related career.

The Group is renowned for providing an outstanding level of service and offers opportunities for early promotion and high rewards.

Telephone Chris Hudson, or write enclosing full CV to:

01-439 6477

Coronation House,

130 Regent Street, London, W1.



City Recruitment

01-439 6477

Coronation House,

130 Regent Street, London, W1.

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Coronation House,

130 Regent Street, London, W1.

HERTFORDSHIRE GROUNDWORK TRUST

Executive Director required to head
groundwork in Hertfordshire

Salary in the range £16,500 - £17,500

The role of the Executive Director will be to develop a new charitable trust in Hertfordshire and to motivate, co-ordinate and help develop programmes of environmental improvement by public, private and voluntary sectors.

The successful candidate must be able to engage all sectors of the community at county and local level in supporting the work of the trust. The ability to obtain results in tight timescales and to communicate effectively at all levels will be essential qualities, as will the ability to promote the groundwork approach and to generate income from fundraising and trading activities which are conducive to the trust's purposes.

To receive full details of the post on offer please telephone 0992 555237 or write to:

Tim Gilligan, Chairman, Hertfordshire Groundwork Trust,
c/o County Planning Department, County Hall, Hertford, SG13 8DN.

Closing date for receipt of applications is Monday, 2 December, 1985.

Management Consultants

The U.K. Division of H. B. Maynard & Company, the widely respected international management consulting practice, is seeking high calibre additional staff to meet client demand for their professional services to management. The client list is broadly based, covering a wide range of industrial organisations and the requirement is for staff who are capable of working with management at all levels on demanding and highly stimulating assignments.

Successful applicants will be graduates or equivalent, probably in an engineering based discipline, who have had a good career progression in staff or line management positions.

There are immediate vacancies for:-

- a senior manager to develop the existing plant maintenance consultancy around well proven concepts,
- senior Manufacturing Engineering consultants,
- younger graduates engineers aged between 24-28.

We offer attractive salaries, company car, pension and life insurance cover.

H. B. MAYNARD INTERNATIONAL,
Management Consultants,
22 CONDUIT STREET, LONDON W1R 9TB

Let's talk convergence...

Our client is a major European company with a dynamic range of information products and services producing worldwide revenues calculated in £Billions. With a product range that is constantly being updated and a research and development programme that is second to none, the company has achieved market awareness and penetration quite unrivalled by any of its competitors.

From this unique position of strength, the strategy for massive expansion of the Company lies in Information Technology through the achievement of convergence ideals with exciting leading-edge developments and market leadership in the supply of networked business solutions.

A total commitment to this programme for growth will be spearheaded by a team of National Account Managers, sales professionals capable of conducting the company's business in Government and Defence, and the major companies, institutions and corporate bodies of the UK.

This key role of National Account Manager demands:

- a record of sales success in a related industry
- the presence and ability to conduct convincing negotiation with top management
- related business experience, product knowledge, and market awareness
- strength in strategic planning and creative innovation
- ability to manage and develop £multi-million accounts, leading from the front to achieve the business objectives and ensure customer satisfaction

Quoted here has been retained to manage the selection of candidates for these high-profile appointments, all of which offer unrivalled career opportunities within a rapid growth environment. Appointments are Central London based and relocation assistance will be provided where necessary.

Interviews will be held in London.

If you believe that you satisfy the very high standards outlined above, we would like to hear from you on our client's behalf, but through direct application only.

For further details, please write, in confidence to me: Peter Nicholson, enclosing full CV.

National Account Management in Information Technology Sales

Specialists in information technology recruitment
Quest House, Grove Heath Road, Ripley, Woking, Surrey, GU23 6ES.

BILINGUAL MARKET RESEARCHER

International organisation based in London, currently requires a bilingual Market Researcher to work in its Marketing Research Department.

The successful candidate is expected to be fluent in written and spoken English and French, with at least 2 years translation experience in connecting marketing information between the UK and France.

Essential: willingness to travel and a degree in French or French Studies. Salary negotiable according to experience and qualifications. Candidates should only apply with full curriculum vitae within one week of this advertisement.

THE MANAGER
Quest House, Grove Heath Road
Ripley, Woking, Surrey, GU23 6ES

TRAVEL CONSULTANT

£10,000 + PA after 12 months
If you are well travelled with an aptitude for selling or have previous travel agency experience and are looking for a fast moving, challenging job in a very busy and progressive retail agency, then apply to us.

Situated in Kensington with all facilities, Transport and the most advanced technology, we are market leaders.

Written applications & CV's to:
Susan Amble
Travelers Travel Centre
42-48 Earl's Court Road
London W8 6EJ

BOOKKEEPER

(National Charity, W1)
Medical research/welfare charity requires sound, competent Bookkeeper/Accountant - not necessarily qualified - with broadly based experience to trial balance and ideally beyond. Responsible to Director and Hon. Treasurer for headquarters accounts and liaison with provincial branches. Small support staff. Ideal age late 40s/early 50s. Salary up to £10,000 p.a. Wide of telephone. Managing Director, Masey's Executive Selection, 100 Baker Street, London W1, 01-535 6581 (Agt).

WANTED: A painting contractor with a proven record in a domestic and commercial painting and decorating company. Must be a member of the Society of Decorative Painters. Send CV to: The Times.

SPEAK WELL

Telephone me today if you speak well, are determined, reasonably educated/intelligent age 22/50 and can start work soon in our MW2 office. Target earnings £400-1000 pw. No evening or weekend work and you don't need your own car or home phone.

01-450 9322

INTERNATIONAL APPOINTMENTS

LOOKING for a person to manage a small business in the Middle East. A.C.C.A. or A.C.M.A. qualification essential. Please send curriculum vitae to: The Times.

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GENERAL APPOINTMENTS Trade 01-278 9161/5

COMPETITIVE ANALYSIS IN FINANCIAL MARKETS

DATABANK STRATEGY AND PERFORMANCE MONITOR LTD.

wish to expand their publishing activity in the U.K. To this aim we are seeking:
A SENIOR RESEARCH CONSULTANT

with a deep knowledge of UK and international financial institutions. Fluent English and the ability to manage other research consultants is essential.

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with a degree in economics and fluent English. This position will attract a person with a keen interest in Financial Markets.

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we also wish to expand our research structure with:

JUNIOR RESEARCH CONSULTANTS

A degree in economics, fluent English and experience in Financial Analysis are the basic requirements.

Please AIR MAIL your full CV to:
MR MARCO CASTIGLIONE
DATABANK S.P.A.
VIA DEI PIATTI, No 11
20123 MILANO, ITALY

PRODUCTION ENGINEERING (FOR HIGH FLYERS)

A market leading British engineering Group whose products are supplied predominantly to the Vehicle Industry seeks to appoint four Production Engineers who will be specifically groomed for Senior Management appointments in the years ahead.

Candidates should be in their late 20s or early 30s and be educated at least to B.Sc.Eng. level or its equivalent. They should also be able to demonstrate the beginnings of a Managerial career in the Engineering Industry.

Various work locations in England are involved.

In the first instance, applicants are invited to submit a detailed C.V., and interviews will only be granted to those who are able to demonstrate on paper, that they are capable of a first-class presentation of their personal history and work record.

B. H. HALLAM, FIPM, FIDr.,
Chief Executive,
Aline Recruitment Consultants,
Aline Chambers, 1 High Street,
Leighton Buzzard, Beds. LU7 7DW.

• undermentioned post is available with a Midlands based engineering Company. On their behalf we invite applications from suitably experienced candidates.

APPLICATIONS ENGINEER

To become conversant with the performance of Group products and to provide technical information on their proper application.

To play a role in the development of new products by understanding marketing requirements and translating these into product specifications.

To provide specialist support to field sales activities. Qualification to degree or equivalent with an Engineering apprenticeship or an undergraduate training programme by which C.Eng status will be achievable.

Product training will be given. Experience of auto braking equipment would be an advantage, although duties will not be restricted to this field.

Please send written details in the first place in return for further information:

B. H. Hallam, FIPM, FIDr.,
Chief Executive,
Aline Recruitment Consultants,
Aline Chambers, 1 High Street,
Leighton Buzzard, Beds. LU7 7DW.

GLASS'S GUIDE SERVICE LIMITED

Glass's Guide is the recognised authoritative source of published information for the UK Motor Trade. Owing to expansion and internal promotion, we now require an EDITOR to join our highly professional team producing both monthly and annual publications. Previous publishing experience is not necessary. However, applicants must have reached a senior position in the Motor or Motor-related industry. We are looking for a person with a logical mind who has an aptitude for figures, preferably with some experience of statistical analysis and highly-developed communication skills to deal with all levels of the Motor Industry. Preferred age: around 40.

In first instance apply in confidence with CV to:

The Managing Director,
Glass's Guide Service Ltd.,
Elgin House, St George's Ave.,
Weybridge, Surrey KT13 0BX.

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DIRECTOR OF MANUFACTURING

A subsidiary of Britain's fastest growing publically listed company in a very specialised sector of the electronics industry requires a seasoned, hands-on Manufacturing Director to direct the transfer of its existing manufacturing industry operations into a new, high efficiency facility and manage the planned future rapid growth of output.

Candidates over 30 must have at least 5 years relevant electronics assembly management experience in both small scale flexible production and high volume output units. Experience with manual, automatic insertion and surface mount technologies plus computerized production control methods is essential. A formal qualification is desirable but experience will be the ultimate deciding factor.

The package of salary, results based bonus, share options, car, pension and career prospects will satisfy the very best. Relocation assistance to glorious Gloucestershire will be provided.

Send application in strictest confidence with full CV detailing career, salary progression, age etc, to:

Donald Blackwell & Associates
Coworth Park House
Coworth Park
Ascot, Berks.

Can your skills meet the manufacturing challenge?

As the largest and one of the fastest-growing management consultancy firms in the UK, Coopers & Lybrand Associates is in the forefront of developments in the manufacturing sector. Our manufacturing and distribution management group provides a wide range of consulting services to clients in the manufacturing and service industries. Advising on all aspects of manufacturing strategy and general production management, we assist our clients in the development and implementation of manufacturing and distribution systems and undertake advanced manufacturing technology projects. It's a complex and fiercely competitive environment - in which demand for our specialist consulting services has rapidly expanded.

Continued growth in our North-West region means that we need to make additional appointments in the area of production management. The assignments are wide-ranging and will involve you in production engineering, productivity improvement, strategy and organisational work. In addition, we require further expertise in the area of manufacturing systems, where you can expect to play a major role in systems review, development and implementation.

Our requirements for both these posts are as specific as the solutions we expect you to bring to our clients' problems. In your late twenties or early thirties, with a good honours degree in an engineering or a technical discipline, you'll be highly motivated with a creative approach to problem solving and an awareness of modern manufacturing philosophies and techniques. With a proven successful background, your line management experience will cover one or more of the following areas: production, industrial engineering, project engineering, production planning and control. As a consultant or senior consultant based at our Manchester office you can expect an excellent remuneration package including car.

Match up to our requirements and you can anticipate rapid career development. If you feel you can manufacture solutions in this vital management area, please send a full career résumé with a daytime telephone number and quoting Ref. T05/20 to Brian Waite, Coopers & Lybrand Associates, St. James's House, Charlotte Street, Manchester M1 4DZ.

Coopers & Lybrand

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Extend your sales horizon with the quiet giant

Package exceeding £15,000 plus car

As a successful and probably contented sales professional you may well be unaware of the quiet changes that have hit your industry of late. Unaware, in particular, of the speed of development of just one Company, leading the pack in profit terms and set to topple some of the biggest names - like the one you currently represent. Growth of this rate does not just happen, of course; it is the product of dynamic marketing, strategic direction and, most important, consistent investment in radical product development.

We now want to talk - confidentiality guaranteed - to people with a track record in large fire system

or integrated system sales. People who know their way around specifiers, main contractors and major users. People, moreover, who are not content to have their career restricted by outdated technology or inadequate support.

Our Client will provide you with a London office, the run of half the UK, and a reputation ready to be made. We expect you to be well educated, assertive, and probably aged between 27 and 45. Detailed knowledge of fire systems is essential, preferably backed by a good understanding of CCTV, access control and intruder alarms. Important, too, is a disciplined approach to administration, and the ability to motivate the support team.

If the paragon we have been describing is you, you owe your career a short telephone conversation with David Wolf on 01-231 7275. Alternatively, please send him your cv, and don't forget that Christmas is rapidly approaching!

Juniper Wolf Consulting Partners,
22 New Concordia Wharf,
St Saviours Dock, Mill Street,
London SE1 2BB.



SEARCH & SELECTION - RECRUITMENT ADVERTISING

MICRO COMPUTER SALES/PERSON & SALES MANAGER

Do you have the experience in micro sale/management to earn £30K ote?

Do you have a business background and the self motivation to succeed with a fast growing company in SW1?

If you do - I'm waiting to hear from you.

John Herbert
01-930 9400

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Preston Whitfield -
Age 34
Joined Marlowe-
Sachs in November 1981
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ending April 1985 -
£30,300 and BMW.
Previous occupation -
Law.
Previous Salary -
£29,800.

Marlowe-Sachs are intermediaries in the field of Unit Trusts, Pensions, Investments (onshore and offshore), and Insurance. We are expanding our operations and require intelligent, energetic individuals aged 25-40 for our Head Office in the City.

Telephone 01-242 2420

28 Greville Street, London EC1



Marlowe Sachs

INTERNATIONAL SALES DIRECTOR

ASH Technology, a subsidiary of Britain's fastest growing publically listed company in the electronics security sector requires a top flight sales director to further develop its international sales primarily in the USA and Continental Europe.

Candidates aged 28-45 should have at least 5 years relevant international sales experience with industrial/commercial electronic products and systems. Working knowledge of French/German desirable. Ability to identify, support and motivate foreign distributors essential.

The package of salary, results based bonus, share options, car, pension and career prospects will satisfy the very best. Relocation assistance to glorious Gloucestershire will be provided.

Apply in strictest confidence with full CV detailing career, salary progression, age etc., to:

The Managing Director
ASH Technology Group Ltd.
Link House, Works Road
Letchworth, Herts. SG6 1NR

Deutsche Bank Capital Markets Limited

GENERAL APPOINTMENTS

Trade 01-278 9161/5

THE DECISIVE STEP

Eric Krauthammer (UK) Limited is part of Europe's largest institute in specialised business management and sales training. The Group started in Switzerland and now employs approximately 50 highly qualified training specialists in eight countries. Training courses have been developed in six languages.

We now have an increasing number of instructions - as a direct result of quality of training courses, training consultants and references - which means we now need an ambitious

'WINNER'

aware of living in an age of transformation in which your own decisions determine your own future and ready and able to take the decisive step. To fulfil the requirements of increased demand for our services we are looking for a dynamic man or woman to animate and to promote our intensive training. He or she will be:

- ☐ between 30 and 38 years of age,
- ☐ a graduate of university and
- ☐ have at least 5 years experience in management or sales. The ability to adjust oneself to permanently changing conditions and to make the ultimate demand of quality of oneself will be essential. Specific knowledge or experience of training is secondary.

After a thorough training (at our European head office in Geneva, Switzerland) he or she will:

- ☐ independently execute training programmes with large industrial and service companies and
- ☐ negotiate with clients at the highest level with regard to new projects.

As a training manager with Eric Krauthammer (UK) Limited, we offer a young (sales) manager seeking a challenge, a basis to grow. An attractive salary and opportunities for advancement will increase the incentive while working with a young and motivated team. If you would like to learn more, send us your curriculum vitae together with a photograph, in confidence - within ten days - for the attention of Mr Ron J.C. Wed, international project director.

ERIC KRAUTHAMMER (UK) Limited
Greiner House, 173 Kingston Road, New Malden, Surrey KT3 3SS.
Tel. 01-948 5887, telex 257 778

- Geneva • Lyon
- Zurich • Amsterdam
- Brussels • London
- Paris

EKSA
ERIC KRAUTHAMMER TRAINING

PETERBOROUGH HEALTH AUTHORITY UNIT GENERAL MANAGERS

If you are prepared to take full advantage of opportunities offered by the introduction of general management, and to accept total operational accountability, in a period of exciting change, of one of the following:

CENTRAL UNIT: budget £21½m, Staff 2045 W.T.E., for £20,000 plus, pa,

OR

PERIPHERY AND COMMUNITY UNIT: budget £9½m, Staff 951 W.T.E. for £17,000 plus pa, then we would very much like to hear from you.

We can offer Board membership and comprehensive backing: you must provide imagination, commitment and personal responsibility for securing positive and effective action to obtain the highest standards of patient care by the efficient use of resources in this innovative District.

You will need to show us a record of sustained achievement in a large, complex, multi-disciplinary organisation, and to back that up with leadership and motivational skills for the introduction of extensive management changes.

Appointments will be for a fixed term of 3 years, extendable by mutual agreement, salary negotiable: medically qualified appointments will be remunerated in accordance with HC(85)9.

If you feel you can handle all this, and wish to discuss the post informally, then telephone Alan Burns, District General Manager, on Peterborough 51461, extension 41.

For an Information Package and Application Form, returnable by 13th December, 1985, contact Tony Prime, Director of Manpower and Personnel, extension 44.

Cleveland Technology Support Group Limited

This challenging new company has been established to provide counselling and advisory services to help companies develop technologically, stimulating innovative initiatives, introducing new products and processes, promoting technology transfer and assisting in finding necessary finance for development. Directed towards widening the industrial skill base of the region and promoting stable economic development, the company is initially sponsored by Cleveland County Council and the department of Trade and Industry under various EEC and government schemes. The company aims to become a major force in technical consultancy and information services in a relatively short time scale.

Applications are invited from well experienced and suitably qualified people to participate in this exciting new initiative in the field of technology transfer, technical consultancy and information. Applicants must have enthusiasm, drive and perception as well as strong communications and interpersonal skills to allow a quick rapport to be developed with clients from many different situations and backgrounds. Successful applicants will be strong lateral thinkers being able to quickly define problems and identify solutions in situations where the real problems may be obscured.

TECHNICAL CONSULTANT to stimulate innovative thinking both in existing companies and entrepreneurs, providing technical counselling and advice on product development and production processes to clients in a wide spectrum of industry. Salary negotiable c. £14,000.

INFORMATION OFFICER to establish and maintain relevant technical and industrial data-bases with related information on markets and financial assistance in support of the encouragement to companies to expand their business horizons. Salary negotiable c. £11,000.

ASSOCIATE CONSULTANTS to join a register of consultants providing ad hoc technical consultancy within their field of specialism according to defined needs of clients.

Please write and tell us about your career to date and why you would like to participate in this new initiative.

Manager: Cleveland Technology Support Group Limited, 2a High Force Road, Riverside Park, Middlesbrough, Cleveland TS2 1RH.

Energy Resources Manager

Multi-site operation

British Bakeries Limited, a division within Rank Hovis McDougall, one of Britain's largest food groups, require an Energy Manager.

This is a new post, which provides the opportunity to initiate, plan and guide the implementation of programmes and systems to improve the utilisation of energy resources in a multi-site operation.

Ideally, we require a Graduate and/or Chartered Engineer with experience in process industries, preferably in an energy conservation role. The applicant should be conversant with process accounting and associated computer systems. Self-motivation is essential plus the ability to evaluate commercial options and to communicate at all levels. Extensive travel within the United Kingdom is required.

The commencing salary is negotiable and a Company car is provided.

Please write, giving details of your qualifications and experience, or telephone for an application form, to: Personnel Administration Manager British Bakeries Ltd, RHM Centre, Alma Road, Windsor, SL4 3ST. Telephone: 0753 857123

BRITISH BAKERIES

FINANCIAL & ACCOUNTING APPOINTMENTS

Trade 01-278 9161/5

Newly/Recently Qualified Accountants

British Maritime Technology Ltd. is an independent commercial company which carries out high-technology consultancy and research for both industry and government. The company is structured into seven divisions, each operating as a profit centre, and employs 500 staff on four sites. Following a recent merger, the Finance Department has been reorganised creating these two attractive opportunities at our offices in Feltham, Middlesex.

Systems Accountant - c. £15K

Reporting to the Head of Finance, the Systems Accountant will be responsible for the implementation, development, and maintenance of the company's accounting and management information systems. The installation of this system, based on a mini-computer operating in a multi-site network environment, has just recently been completed. Key tasks will be to carry out a review of the installation, implementing further packages, and developing the system, as well as undertaking ad hoc assignments in support of headquarters staff.

Applications are invited from recently qualified accountants with previous experience of computerised accounting systems.

Regional Accountant - c. £15K

Also reporting to the Head of Finance, the Regional Accountant will be responsible for:

- Ensuring the accuracy of the monthly management accounts for Divisions based in the Southern Region. This will involve close liaison with project leaders on estimating project costs, cost control, and valuing work in progress.
 - Supervising the team responsible for processing all financial and management data at our three southern sites, using a recently installed computer system.
 - Ad-hoc assignments in support of headquarters staff.
 - Preparation of monthly and statutory accounts for a subsidiary company.
- Applications are invited from accountants who have recently qualified or who are about to qualify, and have had experience of staff supervision and contract accounting using computer based systems.

Other benefits for both positions include a low cost pension scheme, subsidised staff dining room, and relocation assistance.

Please write with full C.V. to: Peter Bradfield, Personnel Officer, British Maritime Technology, Faggs Road, Feltham, Middlesex TW14 0LQ. Tel: 01-890 8889 (ext. 463).

BMT
British Maritime Technology

Gabriel Duffy Consultancy

AUDIT - FINANCIAL SERVICES

Some of the most prestigious names in the City of London today are keen to talk to audit professionals with sound DP experience, to strengthen their internal audit and operational review functions in readiness for the "Big Bang" next year. The opportunities range from Systems Audit with a US Bank to Head of Audit with a Merchant Bank. All carry excellent starting salaries and extensive benefits packages, including substantial mortgage subsidies. Contact Derrick Smith on 01-623 3195 (day) or 01-444 3569 (evenings and weekends).

UK TAX ADVISER

This major international bank has created a new London based group to research and develop financial packages and projects. An opportunity exists for dynamic UK tax specialist to join this team and advise on the tax efficient projects. This demanding and high profile role requires a superior candidate with a lively personality and entrepreneurial approach. In the first instance please contact Fran Friedman on 01-623 3195 (day) or 01-360 7902 (evenings and weekends).

MANAGEMENT CONSULTANCY

We are able to offer opportunities in London, Birmingham, Manchester, and Southampton to ambitious graduate Accountants who can demonstrate fast-track career success in manufacturing, computers, financial services and the public sector. Wide variety of assignments, some involving overseas travel, are available. For further information please write to Don Leslie at the address below, or telephone him on 01-623 3195 (day) or 01-354 5229 (evenings and weekends).

Gabriel Duffy Consultancy 17 St. Swithins Lane, Cannon Street, London, EC4N 8AL.

SALES AND MARKETING APPOINTMENTS

TRAPPED
Exciting New Venture!
If you can talk to people and want to earn an extra-ordinary income, then ring the now on 01-431 0076 or 0836 224858 anytime.

IMMEDIATE START IN PUBLISHING

Bloomsbury Publishing House requires additional Advertising Executives to sell advertising space in a wide range of specialist publications for various professional bodies. The successful applicants will be trained to communicate at Director level and will be expected to have their initiative and the will to succeed to achieve £20,000 per annum.

PLEASE CALL STEPHEN CARROLL ON 01-833 2593
Highwood Publications Limited

APPOINTMENTS

BRISTOL AND WESTON HEALTH AUTHORITY DISTRICT MANPOWER MANAGER

Scale 32 £16,514-£22,185
This key post is directly accountable to the District General Manager and carries membership of the District's Group of Executives.

The Authority employs over 7000 (WTF) staff and has a revenue budget of approximately £24m. The successful candidate will be responsible for developing and managing a comprehensive manpower strategy including manpower planning, recruitment, performance review, manpower development and the co-ordinated development of personnel policies.

Applicants must be able to demonstrate relevant skills and experience in one of the major fields of management and would be expected to be professionally qualified. Emphasis will be placed on the possession of the interpersonal skills necessary to produce results and meet objectives in a demanding and changing environment.

Application form and job description from District General Manager's Department, Bristol and Weston Health Authority, 39 Marlborough Street, Bristol BS1 2SP. Closing date: 6th December.

one to one International Major Account Salesperson

On target earnings approx. £28,000 p.a. plus company car and private health insurance

ONE-TO-ONE Inc. is undergoing rapid expansion in the UK and overseas markets. Based in Chelsea, we provide an advanced business communications service. We require an International Major Account Salesperson to be responsible for establishing ONE-TO-ONE in the Middle East. Sales will be achieved through the appointment of local agents and through direct sales to major companies.

The right applicant must be responsible, determined, have good presentation, a knowledge of the communications and computer markets, and be a maximum age of 35 years. Experience of selling to senior management in the Middle East is essential. A friendly, persuasive manner combined with a flexible, consultative approach are necessary. Existing contacts in these markets would be helpful.

The job is based in London and the successful applicant must be willing to travel for approximately two weeks every month. Please write in the first instance, including a comprehensive C.V. to: Ann Butterfield, ONE-TO-ONE Inc., Scorpio House, 102 Sydney Street, London, SW3 6NL.

A CAREER CHALLENGE

FPS (MANAGEMENT) LTD

We have an opening for 4/5 ambitious, career-minded individuals, aged 23+, in the exciting world of finance and investment. Essentials are self-motivation, application to hard work, and ability to absorb new ideas rapidly in wide-ranging fields, including, Taxation, Investments, Insurance, Mortgage and Pensions.

This is a highly rewarding opportunity with excellent promotion prospects due to our aggressive expansion programme over the next six months.

In the first instance, please telephone: 01-240 9035 or write with full CV to FPS (Management) Ltd, 12-13 Henrietta Street, Covent Garden, London, WC2E 8LH.

For further details speak to
Nick Tammit



SENIOR CREDIT ANALYST

A leading international investment group requires a senior credit analyst to specialise in financial analysis of U.S./U.K. broker/dealers, corporates, government, and financial institutions to include monitoring of U.S. domestic and international money markets/client positions. Specialised financial experience in U.S. Capital and Money Markets, technical expertise in U.S. and international commercial and investment banking operations, and thorough knowledge of U.S. Government Securities market and methods of hedging and financing positions in these money market instruments, including Repurchase Agreements, Swaps, Options and Financial Futures is required. Ability to present written and oral credit evaluations to Management essential. Applicants should be familiar with regulatory authorities' requirements, be educated to MBA standard and have a minimum of 5 years' specialist financial analysis experience. Salary circa \$45,000. Please write in strictest confidence, enclosing curriculum vitae, to:

Box 1806 N The Times

ONE OFF GRADUATES £10,000

Our clients, American companies in London, are looking for dynamic, bright, young graduates who are looking to start careers in the following fields:

- US Investment Banks
- Commodity Brokers
- Management Consultants

You must be hard working, lively, energetic and ambitious. Languages useful as well as typing. Age 21-24. Please call us on 01-581 3977, 589 9989 or 584 8933 to arrange interview.

TM INTERNATIONAL
50 Hans Crescent, London, SW1
(Recruitment Consultants)

GERMAN/ENGLISH - ask you salary. REQUIREMENTS: Graduate and recent. 40% 25-30,000. Languages: none. Age: 21-24.

BADENOCH & CLARK

CAREER AUDIT MANAGER WITH PARTNERSHIP ASPIRATIONS?

Salary to 30K + Car

Our client, a top eight City Firm of Accountants, has identified the need to recruit several top level audit managers. They are particularly keen to hear from managers who for whatever reason find it difficult to partnership blocked within their current firm. Ideally applicants should have a minimum 10 years firm background, a sound academic record, and be no more than 35 years of age.

Define partnership prospects exist.
For further details contact Colin Parkins, Jon Varney or Lucy Sherrin.

SYSTEMS AUDIT/CONSULTANT

To £25,000 + Car

Our client, a major firm of Chartered Accountants based in the City require a high calibre candidate to join their financial systems group.

Applicants aged 25-32 need not be qualified accountants but must have extensive experience of major systems, at least two years of which must be within a bank.

This is a high level position providing back-up to computer audit teams with a substantial double-shooting role and offers a superb opportunity to an individual with strong analytical skills, wishing to make a career in consultancy.

For further details please contact Colin Parkins or Jon Varney.

INTERNATIONAL TAX ACCOUNTANT

To £19,000 + Car

Our client, one of the world's largest service groups, requires a young determined recently qualified ACCA/ATI to undertake a new and challenging role within the Finance Division. Working directly with the Director of European Taxes, the chosen applicant must have sound experience of UK compliance and double tax treaties, but will receive full training to advise on all aspects of international taxation and related issues.

This represents an ideal opportunity for a senior/supervisor seeking a post which offers a highly competitive salary and fast career progression.

Please contact: Timothy Burgess or Rachel Calver.

Financial Recruitment Specialists
16-18 New Bridge St. London EC4V 6AU
Telephone 01-583 0073

TRUST ADMINISTRATOR

Candidates should be between the ages of 24 and 30 who have either completed or part-completed the L.C.S.A. examinations.

An attractive salary and benefits are offered including a bi-house mortgage after 6 months service.

All applications will be treated in strictest confidence and should be made in writing to: The Personnel Manager, Box 11/954, C/o St. James's House, 4/7 Red Lion Court, Fleet Street, London EC4A 3BB.

UNIVERSITY COLLEGE LONDON Assistant Accountant

Applications invited from suitably qualified graduates to join the Main University (7,000 students, 1,000 staff) office. Annual recruitment process. The person appointed will probably be in the age range 22-35 and the duties will include assisting with the preparation of the University's accounts, the annual financial statements, and the annual financial statements. The salary will be in the range of £12,000-£15,000 p.a. depending on experience.

For further details please contact: The Personnel Manager, Box 11/954, C/o St. James's House, 4/7 Red Lion Court, Fleet Street, London EC4A 3BB.

RECENTLY QUALIFIED ACCOUNTANT

Develop your interest in computerised systems on your way to accounting Management.

- Feltham, Middlesex • Car provided

We are a major British public Company (No £1 billion plus) with a range of interesting activities managed on a decentralised basis.

Joining a central specialist department your role will be to assist in the evaluation of computerised accounting/management information systems and the development of computer assisted audit techniques. The role will give you exceptional experience of a wide range of different computer systems (IBM, Digital, Datapoint), business and accounting applications which, together with planned development training, should equip you to progress towards a line accounting position after around three years.

Probably aged 22-30, mid-twenties you will have had 2-3 years good accounting experience involving computerised systems within at least two different commercial environments.

Salary will be competitive and a range of attractive benefits include a Company Car. Where appropriate assistance will be given towards relocation costs.

Please telephone for an application form or write with full personal and career details to: Mr. C. D. Guy, Personnel Services Manager, RMC Group p.l.c., RMC House, High Street, Feltham, Middlesex TW13 4BA. Tel: 01-890 1313.

RMC

FINANCIAL & ACCOUNTING APPOINTMENTS

Trade 01-278 9161/5

Accountants & Engineers For Management Consultancy

Manchester

Salary c.£20K + car

Peat Marwick is one of the leading international firms offering accountancy and consultancy services. Due to the expansion of our consultancy services in the North West partnership, we require further top class young professionals to join our team based in Manchester.

To be a successful candidate, you will have a good academic degree and/or a professional qualification in accounting or engineering and be aged 28 to 35. You will also have significant experience in systems development and computer-based systems, and proven achievement as a manager in industry or commerce. Good presentation and your ability to communicate clearly will also be important qualities.

We offer outstanding opportunities to broaden your experience and skills by working in a variety of our clients, often alongside colleagues of other disciplines. We also offer excellent prospects for pursuing your career with a growing management consultancy team.

Please write in confidence detailing your experience and present salary to J. Calvert, Peat, Marwick, Mitchell & Co., Century House, 7 Tib Lane, Manchester M2 6DS.



Financial Accountant City Partnership c.£18K

Our client is a large and growing firm of City Solicitors with three overseas offices. Recent changes within the firm's administration structure have created this new vacancy for an experienced accountant. Preparation of the six monthly financial accounts for the firm's UK and overseas offices will be the prime function, with support being provided on a range of ancillary duties.

Candidates are likely to be aged 27 to 45, and have 4-5 years experience of preparing financial accounts to T.B. with recent direct responsibility for their completion. Ability to use a P.C. for spreadsheets would be an advantage.

The ability to deal with partners' personal matters, establishing their trust and confidence through accuracy of work and personality is more important than formal accountancy qualifications.

Please telephone for a careers summary form (01-480 7766) or write with your curriculum vitae in complete confidence to Peter Willingham, Ref: LM181/1, Spicer and Pegler Associates, Executive Selection, Friary Court, 65 Crutched Friars, London EC3N 2NP.



Spicer and Pegler Associates
Management Services

CITY BANKING OPPORTUNITIES

Corporate Finance c.£20,000
Prestigious merchant bank seeks a graduate ACA to develop a career in all aspects of loans, syndications, acceptances etc. Enthusiasm and ambition will be amply rewarded.
Ref: NM1738.

Senior Credit Analyst c.£14,000
US investment bank is recruiting a graduate with either experience or a good knowledge of credit related activities. The work will be concerned initially with treasury credit proposals and documentations.
Ref: NM1750.

Senior FX Dealer c.£25,000
London office of expanding international bank seeks an experienced dealer offering currency spot market experience. This is a well rewarded career position for someone who can integrate well with a compact, highly professional team.
Ref: NM1746.

Information Services c.£20,000
Prestigious City institution seeks a manager with excellent interpersonal skills to lead a team of 20 in provision of information and library services. A interest in computerised systems is essential.
Ref: NM1754.

Write or telephone Nicolas Mabin, Regional Manager.



Management Personnel
Recruitment Selection & Search
2 Swallow Place, London W1R 7AA.
Telephone: 01-408 1694 (out of hours 01-808 2783)

SQUIRES Appointments Financial & Accountancy Appointments

QUALIFIED MANAGEMENT ACCOUNTANT (DORSET) - Salary c.£22,000 + 10% bonus. Management Accounting, financial reporting, taxation, company law, and general business advice. Ref: 01-278 9161/5.

ACCOUNTANT/BUSINESS MANAGER (DORSET) - Salary c.£22,000 + 10% bonus. Qualified person with sound knowledge of business, taxation, and general business advice. Ref: 01-278 9161/5.

FINANCIAL ACCOUNTANT (WORKING) - Salary c.£22,000 + 10% bonus. Qualified ACA or equivalent. Preparation of financial accounts, taxation, and general business advice. Ref: 01-278 9161/5.

OPERATIONS AUDITOR (CAMBERLEY) - Salary c.£11,500 + 10% bonus. ACA or equivalent. Specialising in auditing with 12 years commercial experience. UK travel involved. Ref: 01-278 9161/5.

COMPANY SECRETARY/ACCOUNTANT (DORSET) - Salary c.£22,000 + 10% bonus. ACA or equivalent. Preparation of financial accounts, taxation, and general business advice. Ref: 01-278 9161/5.

INTERNAL AUDITOR (DORSET) - Salary c.£22,000 + 10% bonus. ACA or equivalent. Preparation of financial accounts, taxation, and general business advice. Ref: 01-278 9161/5.

PART QUALIFIED ACCOUNTANT (CAMBERLEY) - Salary c.£14,000 + 10% bonus. ACA or equivalent. Preparation of financial accounts, taxation, and general business advice. Ref: 01-278 9161/5.

CRUISE ACCOUNTANT (BRIGHTON) - Salary c.£14,000 + 10% bonus. ACA or equivalent. Preparation of financial accounts, taxation, and general business advice. Ref: 01-278 9161/5.

SENIOR & JUNIOR ACCOUNTANTS (DORSET) - Salary c.£22,000 + 10% bonus. ACA or equivalent. Preparation of financial accounts, taxation, and general business advice. Ref: 01-278 9161/5.

PART QUALIFIED ACCOUNTANT (BRIGHTON) - Salary c.£14,000 + 10% bonus. ACA or equivalent. Preparation of financial accounts, taxation, and general business advice. Ref: 01-278 9161/5.

QUALIFIED ACCOUNTANT (BRIGHTON) - Salary c.£22,000 + 10% bonus. ACA or equivalent. Preparation of financial accounts, taxation, and general business advice. Ref: 01-278 9161/5.

FINANCIAL ACCOUNTANT (DORSET) - Salary c.£22,000 + 10% bonus. ACA or equivalent. Preparation of financial accounts, taxation, and general business advice. Ref: 01-278 9161/5.

MANAGEMENT ACCOUNTANT (DORSET) - Salary c.£22,000 + 10% bonus. ACA or equivalent. Preparation of financial accounts, taxation, and general business advice. Ref: 01-278 9161/5.

ACCOUNTANT (DORSET) - Salary c.£22,000 + 10% bonus. ACA or equivalent. Preparation of financial accounts, taxation, and general business advice. Ref: 01-278 9161/5.

ACCOUNTS MANAGER (DORSET) - Salary c.£22,000 + 10% bonus. ACA or equivalent. Preparation of financial accounts, taxation, and general business advice. Ref: 01-278 9161/5.

MANAGEMENT ACCOUNTANT (DORSET) - Salary c.£22,000 + 10% bonus. ACA or equivalent. Preparation of financial accounts, taxation, and general business advice. Ref: 01-278 9161/5.

INTERNAL AUDITOR (DORSET) - Salary c.£22,000 + 10% bonus. ACA or equivalent. Preparation of financial accounts, taxation, and general business advice. Ref: 01-278 9161/5.

SQUIRES Appointments

EXETER - 79/81 Queen Street - 0392-74112

GUILDFORD - 23/25 Chapel Street - 0438-32835

LYSSBURY - 19 High Street - 0296-25821

CHICHESTER - 28 The Broadway - 0293-26114

BRIGHTON - 9 Queen Road - 0273-29713

RESCATE - 4a High Street - 0272-22334

LEATHERHEAD - 25 Bridge Street - 0272-77761

UNION - 10 High Street - 0256-01391

READING - 21/23 Queen Victoria Street - 0734-38522

NEW OPPORTUNITIES IN HEALTH INSURANCE

C £14,000 + excellent benefits package

Private Patients Plan is one of the largest and most progressive medical insurance companies in the UK. In order to enhance our already enviable market reputation we currently require two highly talented professionals to join our Commercial Division.

Research Accountant

The Research Accountant will carry out a key role in evaluating the profitability of existing and new medical insurance products. This will involve duties such as product pricing, cost allocation and forecasting using "end-user" computing systems where appropriate.

The successful candidate is likely to be a Cost and Management Accountant with at least three years post-qualification experience in a management accounting role within a commercial environment. Key personal attributes will include a high level of self-motivation, flexibility and initiative.

Product Development Analyst

Reporting to the Manager, Research and Product Development, the incumbent to this post will initiate and co-ordinate the development of new and existing medical insurance products in the UK. This will involve liaison with Marketing and Sales personnel in the appraisal of development opportunities. Applications are invited from business graduates, preferably with an understanding of the private medical insurance market and the principles of risk underwriting, who can demonstrate proven skills in the analysis and interpretation of financial and statistical data. Preference will be given to candidates who can show a well developed business acumen and firm class communication skills.

The attractive benefits package includes free private health insurance cover, mortgage subsidy, interest free car loan, generous holiday entitlement, contributory pension and free life assurance scheme.

For an application form and job description please telephone or write to Pauline Wynn-Ingram, Personnel Officer.

Private Patients Plan
100, The Quadrant, London W1A 1AA
Telephone: 01-278 9161/5

IF YOU MISS THIS OPPORTUNITY

Our Computer Services Division is a market leader in the UK because we allow our auditors to maximise their potential, by venturing beyond the traditional bounds of audit.

EDP AUDITORS AND INTERNAL AUDITORS

You will be well qualified and have a sound technical knowledge, and will be committed to a forward thinking approach to internal audit. You will be able to communicate well at senior management and board levels.

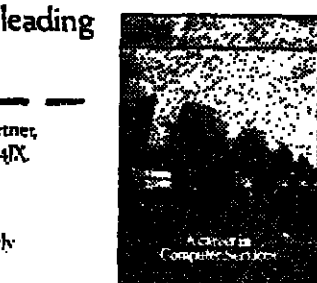
Your work will carry substantial responsibility as you will be helping to set up internal computer audit departments and evaluating the performance of those already established. You will frequently be called on to review the efficiency of specialist business functions, as well as providing EDP and full internal audit programmes.

This is a demanding position, which will be well rewarded. Salary of up to £20,000, plus a car for management positions, will be boosted by a career path limited only by your own ambition and ability. You will be adding to the specialist skills of over 150 professionals and the resources of one of the leading accountancy and consultancy firms.

Return to Eddy Peers, National Computer Services Recruitment Partner, Deloitte Haskins & Sells, 125 Queen Victoria Street, London EC4P 4JX.
☐ Please send me more information about Deloitte's Computer Services Division.
☐ I am enclosing my up-to-date CV and would appreciate an early appointment.

NAME _____
ADDRESS _____

EDP/H



Deloitte
Haskins & Sells

WHERE WILL YOU BE TOMORROW?

INTERNATIONAL FINANCIAL CONSULTANTS

There are large numbers of British and other ex-patriates living throughout the world, earning substantial salaries and needing skilled advice in order to maximise their long-term financial benefits.

We are in business to help them and have achieved substantial investment growth over the past year for our clients.

As a consequence, there is an increasing demand for our services, so that we must now appoint further Consultants.

The sort of people we are seeking are likely to have had a professional background in which they have achieved considerable success. However, what is certain is that they will have a natural self-confidence and discipline.

Experience of handling financial negotiations at a senior level, preferably with an overseas involvement may be an advantage but is not essential. A second language would, of course, also be an asset and your location would be where the market is.

We deal in high value services which can produce an equivalent return for the Consultants who manage and deal in them making this a true Blue Chip appointment.

So if you think we may be speaking your language, please write enclosing a CV or full career details, in the first instance, quoting Ref: 358T, to: Hilary Gane, Whites Bull Holmes Ltd, 63-66 St Martin's Lane, London WC2.



Accountant with an interest in developing computing skills

Salary up to £14,200 plus help with relocation costs

Sophisticated computerised accounting systems are fast becoming the norm in all major financial environments, and here in Hertfordshire County Council they are particularly evident.

We are investing heavily in computerised systems using IBM and other hardware and therefore attach great importance to computer audit. We are now looking for a Principal Computer Auditor to join our team here at County Hall in Hertford.

Even if you have no computer audit experience, but are a qualified Accountant with an interest in new technology we still want to hear from you. We offer extensive high quality training in computer techniques if you have the drive, enthusiasm and communication skills necessary to move into the exciting field of new technology auditing.

You would be responsible for vetting the integrity of new computer systems; carrying out major reviews of applications and installations; promoting the Audit section's skills and generally providing leadership and assistance to other computer and general audit staff.

Hertford is a small, lively market town, surrounded by pleasant countryside and providing excellent education and leisure facilities for all the family.

The appointment, which is open to both men and women, offers financial help up to £3,150 with relocation costs in appropriate cases and temporary housing may be available.

For further written particulars and application form ring Miss Hayden, Hertford 555301. For an informal chat ring Barrie Glasspool, Hertford 555320.

Closing date for applications to the County Treasurer, County Hall, Hertford, SG13 8DQ is 4 December 1985.

Hertfordshire
County Council
An Equal Opportunity Employer

Accountant £11587-£14964 per annum

An Accountant is needed to join a small management team within our Finance Branch at the Division's offices in Guildford. This team is responsible for all aspects of the Division's financial accounting.

Primarily he/she will be responsible for ensuring that the financial accounts of the Division are properly maintained, preparing meaningful reports for senior management, and providing accurate management accounts with comprehensive analysis. In addition, he/she will also be closely involved in the integration of new system developments within the Branch's financial information systems and an ability to adapt and install common financial systems is desirable.

Applicants should ideally be professionally qualified accountants, probably in the age range mid 20's to early 30's, and can demonstrate a successful track record to date. An interest in computers is desirable, as is the ability to communicate effectively with all levels of management.

Future career opportunities are likely to arise throughout the Board and prospects for further development and advancement are excellent. The conditions associated with this appointment are as one would expect from a large progressive organisation. Some assistance with relocation may be available in appropriate cases.

Please telephone 0483 507138 for an application form or write to: The Manager, Personnel and Administration, CECB, Transmission and Technical Services Division, Burnhead House, Portsmouth Road, Guildford, Surrey GU2 5BN. Quote reference 66.

Completed forms must be returned to arrive by 6th December 1985.

**CENTRAL ELECTRICITY
GENERATING BOARD**
Transmission and Technical Services Division

The CECB is an Equal Opportunity Employer

FINANCIAL & ACCOUNTING APPOINTMENTS Trade 01-278 9161/5

FINANCIAL ACCOUNTANT

c£17,000 + car
A major international oil company currently seeks a young graduate ACA/ACCA with at least two years post-qualifying experience. Reporting to the Accounts Manager, your varied responsibilities will include supervising the financial accounts section, and especially a strong systems development role. Computer knowledge is vital, as is team-management ability. The long-term prospects within this environment are outstanding.

ACCOUNTANT

c£16,000 + car + benefits
This well-known publishing company, has an interesting vacancy for a qualified ACA, possibly looking for their first move. Working closely with the Group Chief Accountant you will be involved in all aspects of financial accounting, including considerable planning and budgeting. Frequent liaison with management, and some overseas travel are other aspects of the position. The vacancy offers an exciting opportunity to a newly qualified accountant, in terms of experience and responsibilities.

SENIOR FINANCIAL ACCOUNTANT

c£15,000 + bonus
As a result of internal promotion, a position has arisen for a qualified ACCA/ACMA aged 24-28 within a multi-national manufacturing company. Responsibilities will include timely production of financial reports, general ledger and asset ledger review and all aspects of financial accounting including supervision of a small team. The ideal candidate will have up to 1 years post qualification experience in a similar role, preferably within a large organisation. A full benefits package is offered with this position, and it is envisaged that the incumbent will take up the role of Accounting Manager in the short to medium term. Please contact Fiona Croll or Ann Cowell on 01-629-7262 for more details about the above positions.

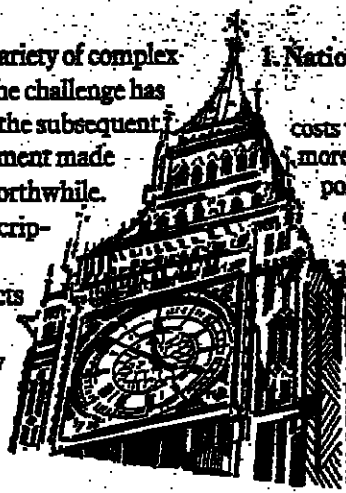
ACCOUNTANCY APPOINTMENTS
7 PRINCES STREET, W.1. 01-629 7262

Graham Shore has an M.A. in Economics, Philosophy and Politics. He is 29 years of age and held a range of economic advisory appointments in various government departments before joining the management consultancy practice of Touche Ross in 1984.

Over the past 12 months his career has changed direction with an undoubted problem solving flair being successfully

employed on a variety of complex assignments. The challenge has been severe but the subsequent sense of achievement made each moment worthwhile.

A brief description of some of Graham's projects during his first year with us may help you decide if you would be interested in joining us.



1. Nationalised industry

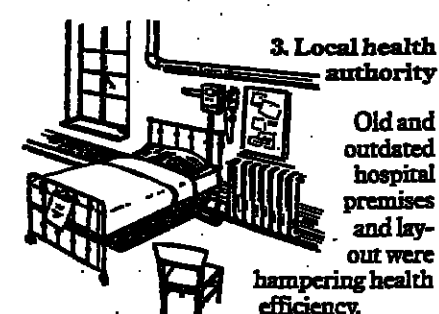
A strategic view of costs was needed to develop more sophisticated pricing policies. Methodology study produced and discussed with the Chairman and Board. Methodology applied to produce cost estimates.

2. South Pacific shipping

A study to overview the strategic transport problems of 20 South Pacific countries, all totally dependent upon shipping but separated by thousands of miles. Prepared analysis of common shipping problems, identifying strengths and weaknesses. Proposals formulated to improve services and efficiency.

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GRAHAM SHORE



3. Local health authority
Old and outdated hospital premises and layout were hampering health efficiency. Drawing upon clinical and health service professionals' assessments, prepared options and recommended a plan to bring hospital services up to the needs of the 1990's and beyond at an affordable cost.

4. Video editing

A venture capital fund required viability study of video editing facilities. Produced market analysis and researched start up proposals.



5. Timber purchasing

Asked to solve stock prediction problems of a timber importer who needed to improve foreign exchange management. Devised improved forecasting system based on timber demand analysis and external specialist advice.

If you are ready to take a closer look at management consultancy in general, and Touche Ross in particular, let's arrange an informal meeting and find out if we can offer you similar challenge and variety.

If your specialisation covers accountancy, economics, engineering or marketing and you feel you are now ready to break loose from a pure line management role please write today with full CV and perhaps outlining why you feel you're worth up to £30,000 plus a car, to: Michael Hurton (Ref. 2337), Touche Ross & Co, Hill House, 1 Little New Street, London EC4A 3TR. Telephone 01-353 8011.

Touche Ross
Management Consultants

BADENOCH & CLARK

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£16,500-£35,000 + substantial benefits
We are acting on behalf of a number of clients who include some of the City's most successful Merchant Banks and Stockbrokers. As a result of continuing expansion and development of their corporate services, they seek additional Executives and Managers to join their Corporate Finance departments.

At executive level, we welcome applications from Solicitors or Chartered Accountants, aged up to 32, who are keen to make a career move. Experience of corporate finance related matters from a practice standpoint, with an obvious advantage, is not essential but candidates will be expected to demonstrate an appreciation of the nature of the work involved.

For the Managerial positions, experience within a financial institution of mergers/acquisitions and/or new issues work is essential.
Contact Robert Digby or Judith Farnes.

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£15,000-£25,000 + Car

On behalf of several of our clients, who include international firms of Chartered Accountants, City-based Solicitors, multinational Commercial organisations, and prestigious Merchant Banks, we are actively recruiting dynamic young candidates with sound academic records and substantial experience in the taxation field. There are challenging opportunities in both personal and corporate tax, with vacancies in specialist departments for individuals with expertise in personal financial planning, executive remuneration, investigations, corporate advisory work, VAT and international tax.

Applicants must be of the highest calibre, with good degrees, professional qualifications (ACA/ATW/Solicitors), well-developed communication skills and the ambition, determination and enthusiasm to succeed in competitive, fast moving environments.
Contact Timothy Barrage or Rachel Calais.

FINANCIAL ANALYSTS

To £20,000

A number of our clients are currently seeking young high calibre candidates to fulfil challenging roles in the competitive multinational environment. The ideal candidates, qualified Accountants in their mid 20s, preferably but not essentially with a proven background in investigations and analysis work, will be involved in advising front line management on a variety of major financial issues.
Contact John Collins.

LLOYDS SPECIALISTS

To £25,000 + Car

A prestigious national accountancy practice, with considerable involvement in the Lloyds market, has identified a need to strengthen their presence in this area.

To this end they are seeking to recruit qualified ACAs with experience of Lloyd's syndicates to join them at levels ranging from senior to senior manager. Successful candidates, who will probably be working either within a syndicate or similar environment, can look forward to a rewarding career in this thriving firm.
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Financial Recruitment Specialists
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Telephone 01-583 0073

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up to £25,000 Tax Specialists

"The art of taxation is so to pluck the goose that the maximum number of feathers are obtained with the minimum amount of hissing."

Jean Colbert 1665

Colbert's statement still rings true today, thus there is a great demand for tax specialists who can keep the plucking to a minimum.

If you have good specialist tax knowledge (personal or corporate), your services will be in high demand. But this pleasant situation presents problems. You need to ensure that a move will enhance your experience, enable career development and bring appreciation for your personal style.

Candidates vary in their skills, objectives and personalities. Our philosophy as recruitment specialists is to view every candidate as an individual. We take time to find out about your specific requirements and to give free and unbiased career advice.

We will be pleased to tell you about the spectrum of appointments we are handling and their suitability for you. They range from both the professional and commercial and are mainly in the £5000-£25,000 salary bracket. They will be of interest to those who have recently made the decision to specialise or those whose tax careers are already developing well.

An informal career discussion can be arranged by simply phoning Paul Carvoso ACA or Carrie Andrews ACA on 01-242 6633 or send us brief details of your career to date at Macmillan Davies, Kingsbourne House, 229/231 High Holborn, London WC1V 7DA.

Macmillan Davies
ACCOUNTANCY & FINANCE



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To £30,000 + bonus + benefits

We are currently acting on behalf of a prominent financial futures operation in the UK. As the financial futures and related options markets continue to expand, there is an increasing need for a proficient and experienced sales force to service a wide range of clients.

The successful candidates will be in their early to mid twenties and be happy to work as part of a team in an aggressive and fast-moving environment. Experience of sales and research in financial futures will prove a distinct advantage.

Remuneration packages will be commensurate with experience and ability. Excellent career prospects.

Interested applicants should write, enclosing a curriculum vitae, to Victoria Ward Krickic, Michael Page City, 39/41 Parker Street, London WC2B 5LH or telephone her on 01-404 5751 quoting ref: 6463.



Michael Page City

International Recruitment Consultants - London Brussels New York Sydney
A member of the Addison Page PLC group

INVESTMENT BANKING SPECIALISTS

LONDON

Cir. £25k + Car

Executive Banking Benefits

Your expertise is being sought by a leading International Investment Bank, whose activities embrace all aspects of financial and investment management.

You would be responsible for the quality of development, continued up-grade of systems, including research, design and advice to executives and senior management.

Your involvement in a wide range of stimulating projects will fully utilise your skills, enabling you to achieve success in this challenging environment.

Over the past five years you will have developed expertise in some of the following:

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| ★ Equities | ★ Your Technological Knowledge |
| ★ Multi-Debt Instruments | ★ Your Communicative Skills |
| ★ Euro Securities | ★ Your Self-Motivation |

Please contact Mike George on 01-580 5522 or evenings/weekends 01-624 2516 for detailed information and early appointment to discuss your prospects

COMPATIBLE RECRUITMENT LTD.

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Operations Accountant

West End

£17,500 + Car

An able qualified accountant, aged under 30, is sought by a successful service company with expanding operations.

Reporting to the Group Chief Accountant, and functioning in an environment which successfully combines an informal style with a high degree of professionalism, the post will embrace wide ranging responsibilities. These will include both financial and management accounting work and will typically encompass the appraisal of multi-currency management information received from operating subsidiaries, budget preparation and the maintenance of internal controls, the further development of on-line systems, statutory accounts and a range of challenging and stimulating ad hoc assignments.

The group, currently employs around 350 people and has a turnover approaching £100m. It is engaged in publishing activities worldwide and is enjoying a period of sustained growth.

Applicants, either from practice or industry/commerce, should be able to demonstrate developed inter-personal skills, technical competence and the ability of mind which will enable them to cope successfully in an entrepreneurial environment.

If you are interested in this outstanding opportunity, please write briefly enclosing a comprehensive curriculum vitae or telephone for a personal history form quoting ref: 4690.



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The Project Finance Department of this leading Merchant Bank has played a major role in capital projects, world wide, providing powerful financial modelling facilities.

They seek a professionally qualified Solicitor or Accountant, aged 25-28, with entrepreneurial flair and experience within a City firm to join the team.

Promotion will be rapid for the individual who is confident, articulate and capable of taking the initiative. Ideal for a positive thinker wishing to develop into a deal-making banker. Please ring Annabel Cress.

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London Based

£16,000 to £25,000 plus car

Clark Whitehill Consultants is the rapidly growing consultancy arm of Clark Whitehill, a major firm of chartered accountants with offices throughout the country.

We have exceptional opportunities for accountants, production engineers and other business consultants wishing to capitalise on their experience for the benefit of our wide range of clients.

Professionally qualified candidates, preferably with consulting experience, must be able to demonstrate achievement in industry, commerce or the public sector. A sound knowledge of computer systems is essential.

Please write in confidence stating how these requirements are met and quoting reference T5113, to Robin Gorringer, Managing Director, at 25 New Street Square, London EC4A 3LN.



Clark Whitehill Consultants

Executive Selection

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An expanding international investment group requires an experienced investment banker able to prospect and develop corporate finance business (to include FRN's, bonds, equities, etc) in the marketing area of the United States, Germany, Austria and Switzerland. Additionally, the position will be required to negotiate merger and acquisition mandates and act as advisor to senior management with respect to strategic developments within the marketing area. Applicants, aged mid 40's, with 12-15 years investment banking experience (6-8 year's experience in US style acquisitions/mergers), educated to masters degree standard, fluent in German in addition to English, and able to travel should write in strictest confidence, enclosing curriculum vitae, to Box 1805 N. The Times, Salary commensurate with experience.

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Jonathan Wren

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Few companies can offer the career opportunities and benefits found in Banking, Leasing and Finance. We would like to hear from candidates with a proven record of success in any of the following growth areas, which we offer as a selection from our Register.

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FX Dealers **£16-£28,000**
Spot/Forward, Cable/Arbitrage, Deposits, Corporate Dealers with at least 2 years experience. Age preference 20-30 years.

Lending Officers **£18-30,000**
Preference for Graduates, in a numerate discipline, with at least 2 years existing/new business background in UK Corporate or International Lending.

Credit Analyst **£10-£14,000**
Challenging opportunities for Graduate Analysts with 1-3 years analytical background in Mainline Lending. Some vacancies include further credit training, while others may lead to a Junior Marketing role.

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Major US Bank is currently seeking a young Graduate ACA with an interest in systems and a willingness to travel. A sound knowledge of a second European language would be advantageous. Prospects for internal promotion are excellent.

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VP Projects **Neg £35,000 +**
A Major Asset (£20M +) Financial Negotiator with experience of ships, aircraft, or preferably, property real estate financing in the £10M range.

Junior Marketing **Neg £17-£20,000**
A young Big Ticket UK tax based Marketing Executive is sought by at least 4-5 leading names. A Graduate with 1-2 years credit analysis documenting and evaluating skills preferred.

Credit Manager / Sales Aid **Neg £15-£20,000**
Must have experience of small volume high turnover transactions eg: vendor programmes plus the occasional £1M deal. Age 30-35 years.

Group Accountant **£16,000 Plus Car**
A bright ACA from a Big 'B' background - reporting to the Financial Director, duties will include the preparation of the consolidated accounts, budgets, forecasts, and cash flows, as well as involvement in Corporate Finance/Strategic Planning work.

Please telephone, or alternatively send your CV in strictest confidence.

Jonathan Wren
Recruitment Consultants
170 Bishopsgate, London EC2M 4LX. Tel: 01-623 1266

FINANCIAL RECRUITMENT CONSULTANTS

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If you are an accountant who seeks to use but build on your accountancy knowledge outside of formal finance functions, then we can offer a fast route to a rewarding and satisfying career.

You provide the enthusiasm - we'll provide the training.

If you are interested, send us your C.V. or telephone George Ormrod B.A. (Oxon) or Trevor Atkinson F.C.A. at our London office quoting reference No. 5779.

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India Buildings, Water Street, Liverpool L2 0RA. Tel: 051-227 1412
113/115 George Street, Edinburgh EH2 4JN. Tel: 031-225 7744
Brook House, 77 Fountain Street
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DOUGLAS LLAMIAS
Douglas Llamias Associates Limited
Accountancy & Management
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North West to £30,000

We are currently assisting local, regional and international practices in their search for future partners.

Outstanding graduate calibre ACA's with a minimum of 3 years' post qualification experience are required in the following specialist areas:

★ Taxation ★ Computer Audit ★ Management Services ★ Insolvency

If you are interested in discussing these senior professional opportunities, please contact David Kennedy on 061-228 0396 or write to Michael Page Partnership at Clarendon House, 81 Mosley Street, Manchester M2 3LQ.



Michael Page Partnership

International Recruitment Consultants

London Windsor Bristol Birmingham Manchester Leeds Glasgow Brussels New York Sydney

A member of the Addison Page PLC group

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Age 25-38 City of London Neg. to £25,000 + c

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COMPUTER AUDIT MANAGERS - to manage the provision of computer audit and advisory service to a portfolio of clients (neg. to £25K + car).

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For more information, please contact George Ormrod B.A. (Oxon) or Stephen Hackett B.A. (Oxon) on 01-836 9501 or write with your C.V. to Douglas Llamias Associates Limited at our London address quoting reference No. 5762.

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113/115 George Street, Edinburgh EH2 4JN. Tel: 031-225 7744
Brook House, 77 Fountain Street
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DOUGLAS LLAMIAS
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Marketing Manager **£20-25,000 + Benefits**
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In the first instance please contact Jonathan Williams or Andrew Stewart on 01-404 5751 or write to them, enclosing a comprehensive curriculum vitae, at 39/41 Parker Street, London WC2B 5LH, quoting ref: 3582.



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Commercial Challenge

C. London c.£16,000

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The Finance Index

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Interested applicants should write, enclosing a comprehensive c.v., including current remuneration package, to Adrian Wheale ACMA, ACIS at Michael Page Partnership, St. Augustine's Court, 1 St. Augustine's Place, Bristol BS1 4XP, quoting reference 8047.



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FINANCIAL & ACCOUNTING APPOINTMENTS Trade 01-278 9161/5

Independent Business Services

Managers – up to £20,000 with car.

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Please send me an application form for a managerial position with the Independent Business Services Group in PW London and a copy of your IBS practice brochure.

Name _____
Address _____

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You will be required to service the needs of our expanding practice by providing:

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Candidates joining as assistant managers will be expected to become managers within one year.

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32 London Bridge Street
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or (telephone 01-407 8989)



To: Mike Jennings
Price Waterhouse
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If you are really determined to establish your career as a Chartered Accountant, here are the reasons why other equally ambitious and talented people have joined PW in our offices throughout the UK.

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Price Waterhouse



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You should ideally be aged 28-35, qualified AIFM or close to qualification and a graduate with several years' relevant personnel experience preferably gained in a company head office environment. A banking background is not essential but experience of graduate recruitment would be an advantage.

Personal qualities sought include the ability to work largely on your own, an outgoing self-confident personality and personnel "flair". You must be able to write good English, handle your own correspondence and communicate effectively at all levels with tact and diplomacy.

Prospects for promotion are excellent, with the opportunity to progress to Manager within 2-3 years.

Please send your own CV in the first instance to:-

J M Graham, Executive Director
Sumitomo Finance International
107 Cheapside, London, EC2V 6HA

Senior Investment Analysts

Based at Cardiff/Newport
Salary c. £15500

Investment Analysts

Based at Cardiff/Hirwaun
Salary c. £14000

The Welsh Development Agency is a major source of investment finance for companies with Welsh-based operations. As a vital part of our role in backing business development, our Investment Division provides equity and loan finance for a wide variety of purposes.

The decision has been taken to expand our team of Investment Analysts in South Wales. Each Analyst will have responsibility for appraising the operations of companies seeking finance, devising appropriate investment packages, and making recommendations for investment. Our objective is to tailor packages to suit specific requirements of the individual companies.

Successful candidates should be able to demonstrate the following qualities:

- the ability to assess business operations and to identify key factors on which future success will depend;
- the personality to develop good relationships with senior management of companies;
- the ability to become conversant quickly with a wide variety of different business situations;
- already developed skills in presenting reasoned arguments both verbally and in report form.

Candidates must be numerate, with either an accountancy qualification or an MBA followed by several years' business experience, at management level, preferably against a varied industrial/commercial background.

Salary for the above posts will be in the range quoted above with 30 days annual holiday, contributory pension scheme, car user allowance and relocation expenses, where appropriate.

Please send your CV or alternatively write or telephone for an application form and further details specifying which vacancy you are interested in to:

WDA

Welsh Development Agency

Mr. J. Shakespear, Investment Director, Investment Department, Welsh Development Agency, Pearl House, Greyfriars Road, Cardiff CF1 3DQ.
Telephone: Cardiff (0222) 32955 ext 311.
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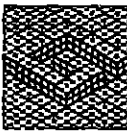
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The Association welcomes applications from all sections of the community.

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HORIZONS

A guide to career development

Hopefuls with doctored data

A spate of false information given by job applicants is prompting more and more companies to verify the information supplied by candidates for interviews. The checks reveal an astonishing array of doctored data ranging from "rounded-up" salaries to completely fictitious professional qualifications.

Evidence has also emerged of a group of tricksters making a career out of attending interviews. It appears the interviews are obtained on the basis of false curriculum vitae details and the "candidates" then claim expenses for travelling from faraway places.

Irving Gordon, managing director of the IFP recruitment consultancy, says he twice interviewed a candidate for a sales job having first corresponded with him at an apparently home fide address in Inverness. A check made after the second interview (and the second expenses payment) revealed that not only was the address fictitious but also a claim to have attended school in Inverness.

Another candidate interviewed by Mr Gordon claimed travel expenses from an accommodation address in Newcastle upon Tyne when he actually lived in London.

John Lidstone, deputy managing director of the Marketing Improvement Management consultancy, reckons that about a quarter of job applications now contain some false information. He recalls an application from a candidate - who is now an international communications consultant with a big computer company - claiming to have taken a degree course which did not exist. When challenged, the applicant simply laughed and replied: "You can't win them all - most people never check up."

In the United States there has been

Patricia Tisdall offers tips on weeding out tricksters from the honest job applicants

a growth of companies such as Fidelity of New York and Verified Credentials which specialize in checking references. In comments published in *The Wall Street Journal* recently, both companies reported that demand for their services had grown by 20 per cent in the past 12 months. "People are still taking the chance, still playing the odds," says Peter Le Vine, president of one reference checking company. "The only reason that makes sense is the competition for jobs."

A survey of 501 executives by Ward Howell International Inc, an executive search firm in the US, found that 17 per cent of applicants had misrepresented their job qualifications and 9 per cent had inflated their salaries.

In Britain the MKA Search International consultancy found that only 10 per cent of the 650 replies it obtained to a recent executive vacancy advertisement were satisfactory. Of the remainder, about 20 per cent consisted of long, persuasive letters, mostly handwritten, instead of the curriculum vitae details requested.

Consultants who handle large numbers of job applications soon develop an instinct for embroidered information. They tend to regard polite subterfuges such as "read or studied" for a degree course to mean that the candidate failed the exams or failed to complete the course.

They are also expert at spotting any gaps in the dates since leaving full-

time education which are not accounted for by voluntary work, or part-education, if not by salaried employment, and are cynical enough to suspect, for instance, a prison sentence if there is no explanation.

Perks, incentives, bonuses and expense account allowances would appear to offer wider scope for judicious boosting than salaries. But, again, most expert recruitment consultants tend to know the business well enough to identify discrepancies in such allowances.

Hobbies are another field where candidates frequently arrange the facts in a creative fashion. It is undoubtedly useful to convey balance by listing a mixture of "loner" and "team" activities. However, anyone thinking of being a little adventurous with an application might reflect on the dismay of a woman who was confronted by a genuine hang-gliding enthusiast wishing to put her at ease before the serious part of the interview.

Recruitment experts profess to dislike the curriculum vitae drawn up to a standard formula by one of the growing band of companies which provide a commercial service to applicants. But, particularly if the alternative is a handwritten letter, the £35 or so which these companies appear to charge could be a useful investment.

At the very least, the questionnaires on which the final curriculum vitae is based should help avoid embarrassing omissions. It would probably be a good idea, though, to weed out generalities like "self-motivated, I welcome the challenge of negotiating in difficult circumstances", or "I have demonstrated a particular skill in the management of human and other resources". These smack a little of the word-processed stereotype.

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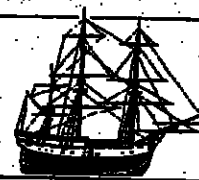
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